

# CHEMIST & DRUGGIST

newsweekly for pharmacy

# Vestric...

## the local pharmaceutical service:

**Fact:** Vestric operates 34 distribution and stocking centres throughout the British Isles from Aberdeen in the North to Paignton in the South. In some cities we are represented by more than one branch.

**Fact:** The Company employs over 3,000 people in order to meet the widest needs of pharmacy.

**Fact:** Over 400 delivery vehicles are in use each day maintaining our service to many thousands of customers.



**Vestric Limited** Head Office: Runcorn, Cheshire

**Contractors  
offered 6d per  
prescription**

**Drug misuse  
Bill's second  
reading**

**The sales  
rep and the  
manufacturer**

**NPU: 50 years  
of solid  
achievement**





# Last year we offered to help The offer still stands.

We're still promoting sales with our new range of merchandising packs.

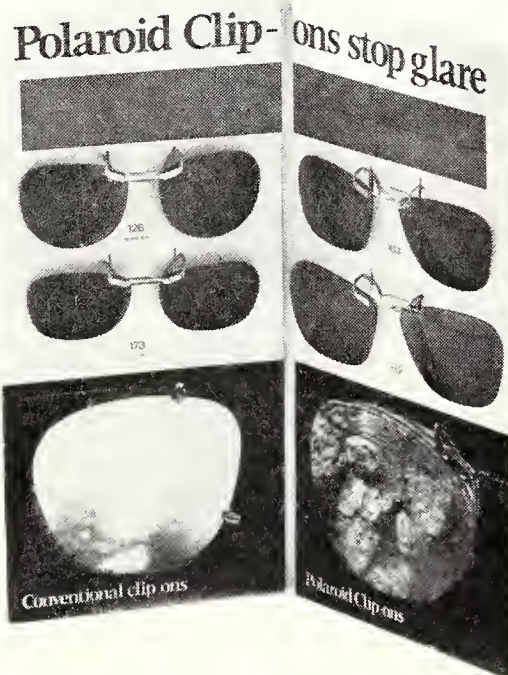
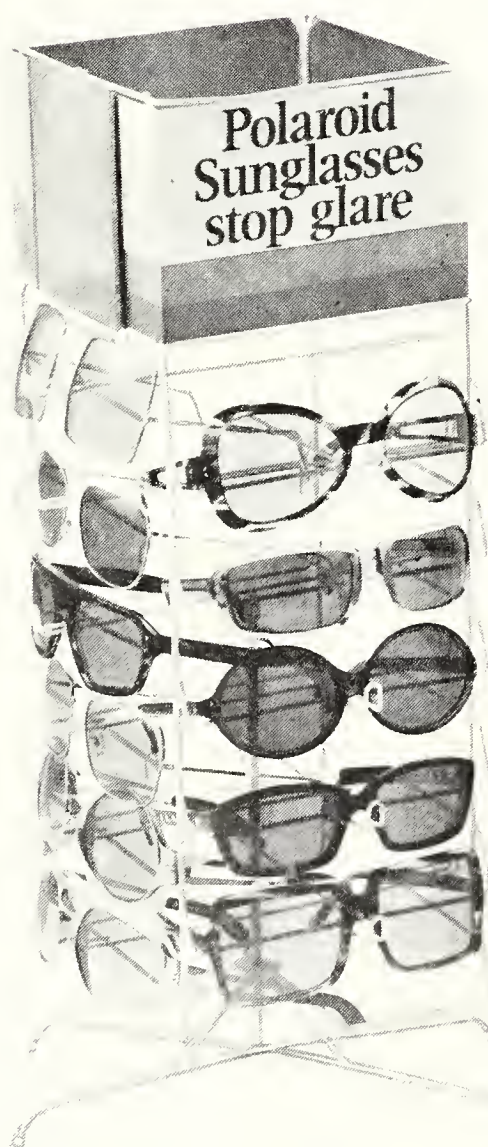
And we're still giving you a display stand with each one.

They still take half the work out of selling.

So you're still free to look after the other half.

Taking the money.

## Polaroid Sunglasses.



20C Pack : This is just for clip-ons. The folding display card comes with a selection of 20 clip-ons. Cost £23.06. Profit £11.29.

90 Pack : The rotating wire counter stand is free when you buy the 75 sunglasses and 15 clip-ons. Cost £147.51. Profit £72.79.



**NYSTAFORM-HC  
0.5% CREAM  
NEW 30 G. TUBE!**

Following the increasing demands for NYSTAFORM-HC 0.5% CREAM 15g., Dome Laboratories are pleased to announce the introduction of a new 30g. presentation from January 14th, 1971.

For pack sizes and (decimal) prices of all Dome products, see overleaf.

NYSTAFORM is a trade mark.  
*Full information is available on request.*



**DOMELABORATORIES, DIVISION OF MILES LABORATORIES LTD.,**  
P.O. BOX No. 37 STOKE COURT, STOKE POGES, SLOUGH SL2 4LY  
TEL: FARNHAM COMMON 2151-9





## DERMATOLOGICAL PRODUCTS

Product		TRADE PRICE per pack	RETAIL PRICE per pack.Inc. P.T. if applicable
Dome-Acne * Cream	30g.	£0.13	£0.24
Dome-Acne * Lotion	50ml.	£0.17	£0.32
Dome-Acne * Cleanser	100g.	£0.36	£0.67
Dome-Cort * 0.125% Cream	100g.	£0.50	£0.75
Carbo-Cort * 0.25% Cream	30g.	£0.22	£0.41
Carbo-Dome * Cream	30g.	£0.10	£0.19
Cor-Tar-Quin * 0.5% Cream	15g.	£0.22	£0.41
Nystaform *-HC 0.5% Cream	15g.	£0.50	£0.75
Nystaform *-HC 0.5% Cream	30g.	£0.90	£1.35
Nystaform *-HC 1% Ointment	15g.	£0.51	£0.77
Nystaform *-HC 1% Ointment	30g.	£0.93	£1.39
Nystaform *-HC 0.5% Lotion	30ml.	£0.95	£1.42
Nystaform * Ointment	30g.	£0.75	£1.13

## ALLERGEN PRODUCTS

<b>Allpyral *-G :-</b>		
Treatment Set	£5.85	£7.80
Continuation vial	£3.75	£5.00
<b>Allpyral * Specific †</b>		
Treatment Set	£5.85	£7.80
Continuation vial	£3.75	£5.00
<b>Allpyral *-Mite Fortified House Dust</b>		
Treatment Set	£10.50	£14.00
Continuation vial	£7.25	£9.67

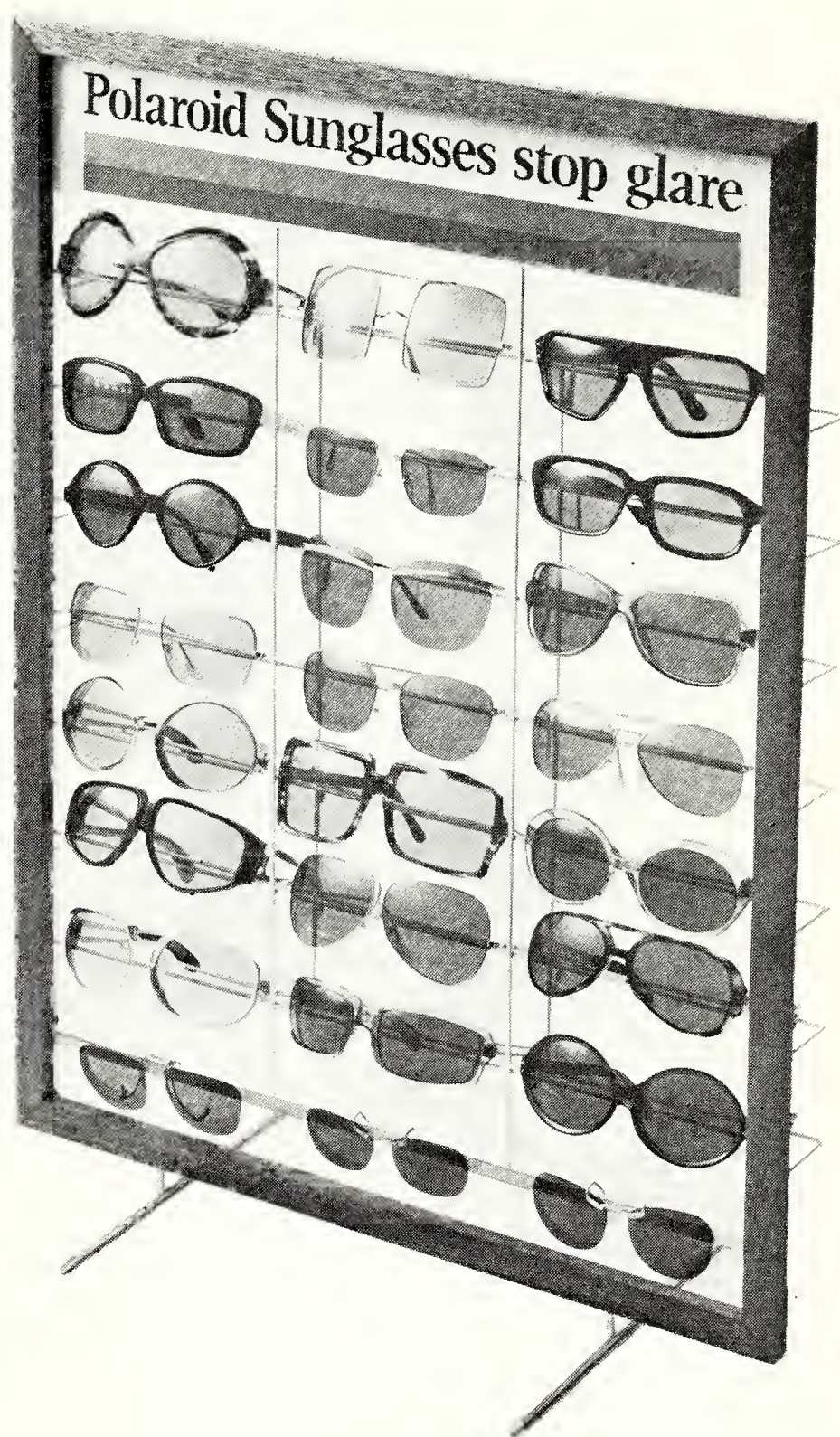
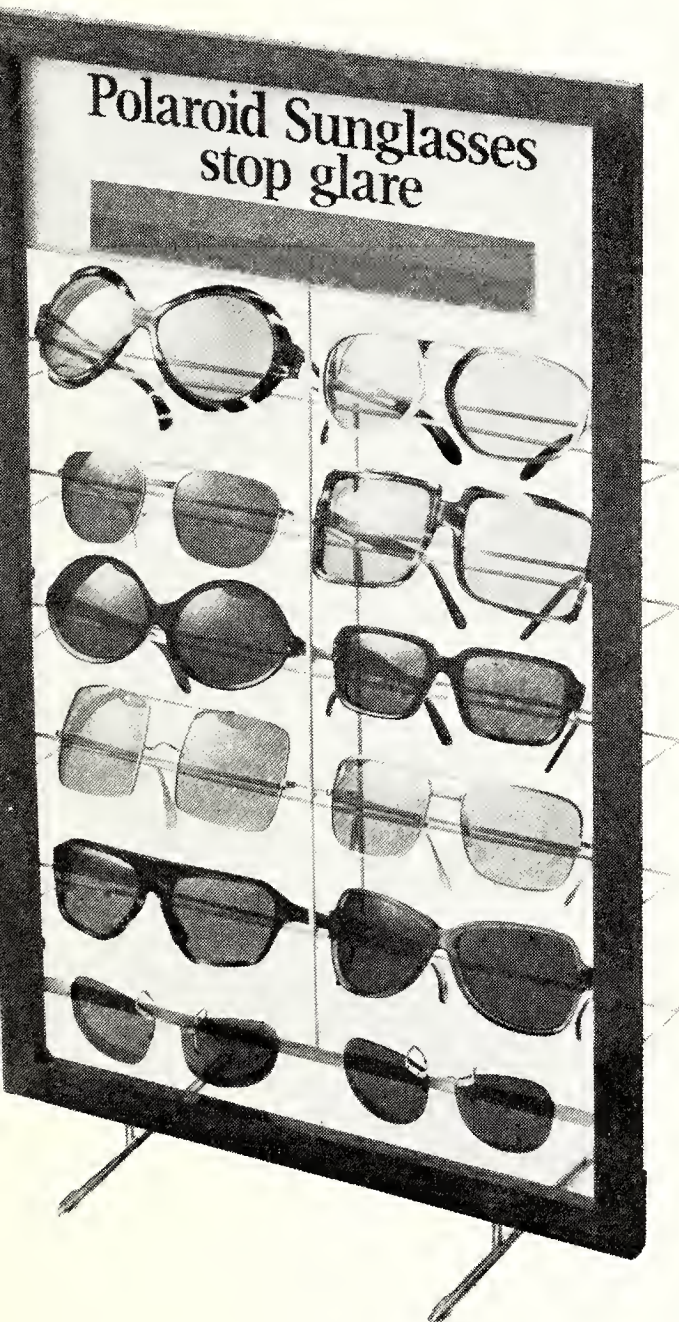
\*Trade Mark

†See literature for range of extracts available



# You sell our sunglasses.

50 Pack : This has 40 sunglasses and 10 clip-ons. The wood-frame stand comes free. Cost £76.58. Profit £37.77.



100 Pack : The frame-bar is yours with 80 sunglasses and 20 clip-ons. Cost £168.57. Profit £83.23.

250 Pack : A selection of 15 sunglasses and 5 clip-ons. The wire stand is free. Cost £28.81. Profit £14.19.

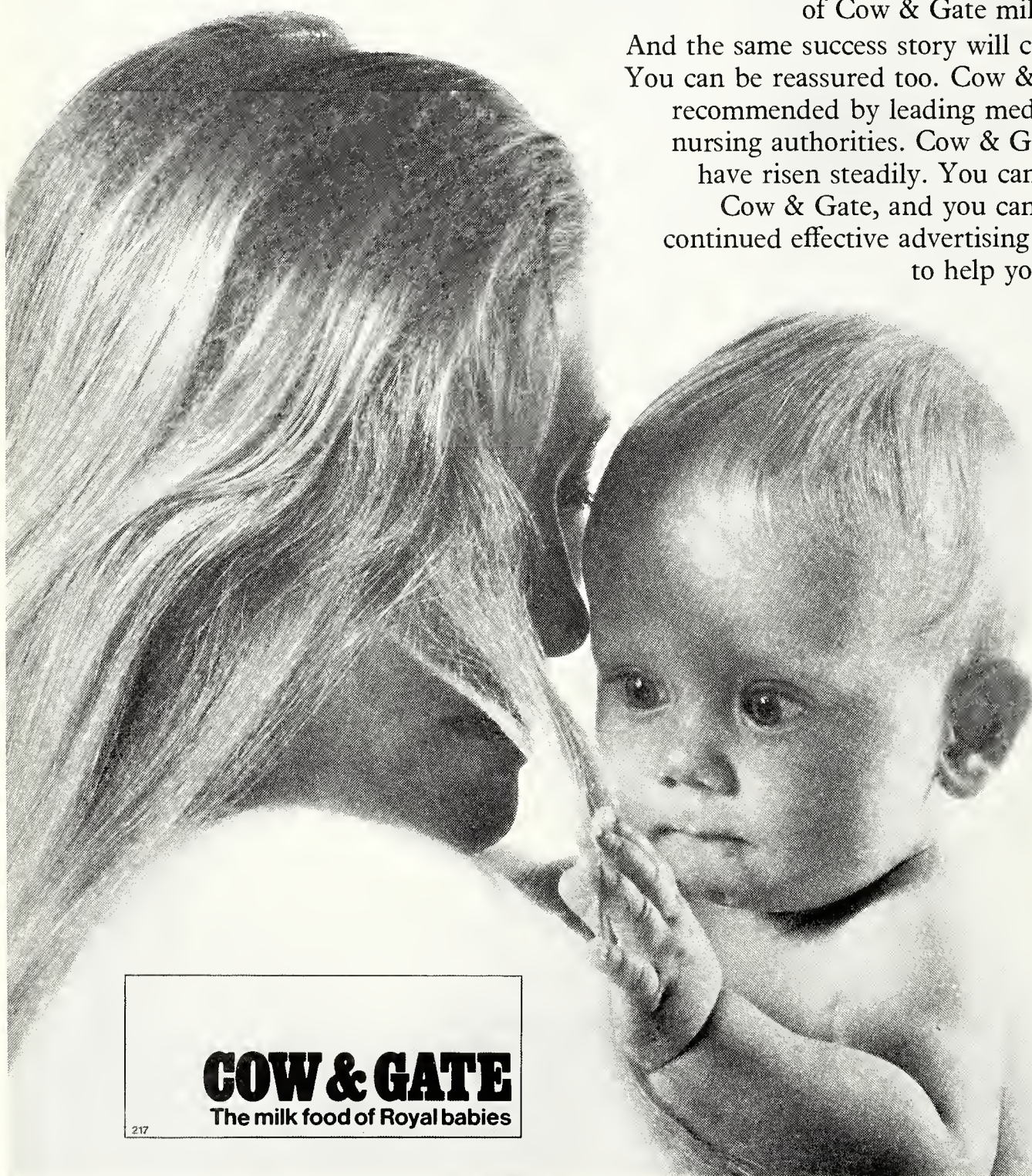
250 Pack : (Not illustrated, but similar to above displaying 27 sunglasses and 3 clip-ons.) The biggest deal. It costs the most, but then you do have more to profit by. 200 sunglasses and 50 clip-ons (and the free stand). Cost £431.19. Profit £212.96.



# The Cow & Gate story is a success story

Millions of mothers have now seen the Cow & Gate story in women's magazines. It's in the nursing and medical magazines too. This warm, sympathetic advertising will continue, giving mothers confidence, reassuring them of the good, natural effectiveness of Cow & Gate milk foods.

And the same success story will continue. You can be reassured too. Cow & Gate is recommended by leading medical and nursing authorities. Cow & Gate sales have risen steadily. You can rely on Cow & Gate, and you can rely on continued effective advertising support to help your sales.



**COW & GATE**  
The milk food of Royal babies



# CHEMIST & DRUGGIST

112th year of publication Vol. 195 No. 4743

The newsweekly for pharmacy

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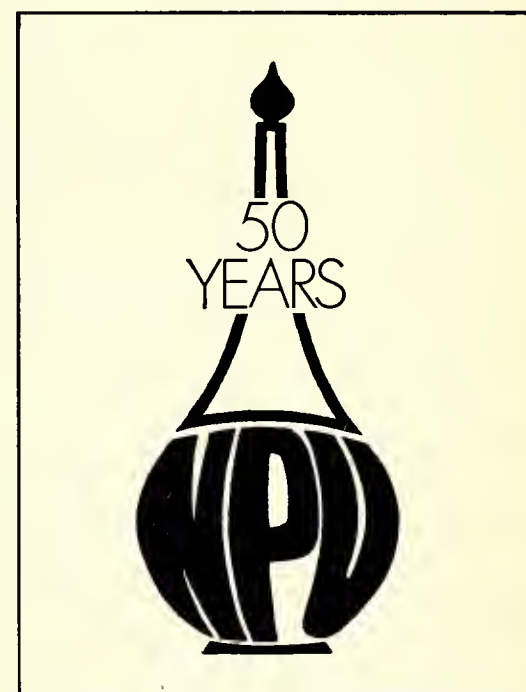
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Contents ©

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of Circulations

A Benn Group Journal



*This year the National Pharmaceutical Union celebrates its 50th anniversary (see page 142)*



## We make Blackcurrant Lixia because your customers made us.

### Their Choice

Careful pre-testing showed us that when it comes to cold relief your customers want the kind of comfort they were used to as kids. The kind of health-giving comfort Granny knew how to make with lemon and honey. Or blackcurrant.

So first of all the makers of Aspro made Lemon and Honey Lixia. The first and only drink for colds to taste of honey as well as lemon.

And now we make Blackcurrant Lixia. The only hot drink for colds to taste of blackcurrant. With added Vitamin C. An antipyretic, a decongestant and an expectorant.

### National Advertising


And to help us sell Lixia we're advertising in the national press throughout the colds and 'flu period.

### Your Choice

And if you choose the best terms, to help you clear 26% profit, cases of twelve are available for 35/4: retailing at 48/-.

Stock Blackcurrant Lixia now. Because if putting honey among the lemons makes a difference, then imagine what something as different as blackcurrant can do.

**LIXIA. HOT COMFORT FOR COLDS AND FLU.**

A NICHOLAS  PRODUCT



# Remuneration : new offer from Minister

Chemist contractors have been offered an increase in the professional fee of 6d per prescription from January 1. With this is coupled a reduction of  $\frac{1}{2}$  per cent in the on-cost, to 10 per cent.

The offer is contained in a letter to the Central NHS (Chemist Contractors) Committee from Sir Keith Joseph, Secretary of State for Social Services, following a meeting he had with the committee's representatives on December 15, 1970.

The offer made in November 1970 — and rejected by the committee — was for a professional fee increased by 3.6d per prescription, with no change in the on-cost.

The Minister has not agreed to any improvement in the £2,670 notional salary already offered for 1970, but has accepted that the £2,804 proposed for 1971 should be regarded as an interim increase which will be reviewed later in the light of increases in managers' salaries during the year.

Adjustments have been agreed on the profit level, which for 1970 would be increased by 7.0d per prescription, against 6.5d previously offered. This takes account of an alteration for the assessment of notional rents, however.

The Minister estimates that his proposals would result in an increase in chemists' net income of 34 per cent between 1967 and 1971 — or 8 per cent a year. The text of the Minister's letter is on p 148.

The figures used to compute remuneration in 1969 were notional salary £2,389 and profit 5d per prescription. The Contractors Committee claimed, with certain changes in allocation of costs, a notional salary of £3,117 and a profit margin of 14d per prescription.

A conference of pharmaceutical committee representatives will decide what action is to be taken on the offer when it meets in London on February 7.

The conference will also be asked to decide whether representation should be made about the discounting of net ingredient costs. A verbal report will be given on dispensing in rural areas.

## New query on future of No. 17

The continued use of the Pharmaceutical Society's premises in Bloomsbury Square is again in doubt. The Government has now issued a White Paper (Cmmd 4572, HM Stationery Office, 1s 6d (7½p)) stating that the British Museum Library and the National Reference Library of Science and Invention were bursting at the seams.

Continuing, the Paper says: "The site for their new buildings will be in the seven acres lying between New Oxford Street and Great Russell Street and immediately adjacent to the British Museum."

While the front part of the Society's premises, which face Bloomsbury Square may not be required, the rear portion might be wanted — or the proximity of the new development could preclude the Society rebuilding.

It will be recalled that when it was originally intended to put the Library on this site the Society decided to build new headquarters in Lambeth.

When the Government's plan for the library was scrapped, the Society's plans had to go in reverse.

It is understood the Society will seek new discussions with the Government.

## Informative labelling

Manufacturers of chemical products should state the ingredients on their labels—and treat the purchaser with that level of intelligence that is his due, Dr Roy Goulding, director of Guy's Hospital poisons unit, said on January 14.

But, he told a meeting of the British Pest Control Association, this information was of no value to the poisons information centres unless the ingredients were toxic. Instead, the centres needed to be told in confidence the total make-



To mark his 80th birthday on January 15, Sir Harry Jephcott, Honorary President of Glaxo Group Ltd, planted a commemorative tree in the grounds of the Greenford headquarters of Glaxo Laboratories Ltd. The silver cedar is sited close to the one planted in 1952 on the 80th birthday of the late Mr Alec Nathan, Glaxo's founder. Looking on are (left) Sir Alan Wilson, chairman of Glaxo Group, and Mr F. C. D. Back, managing director of Glaxo Laboratories

up of the product. Dr Goulding asked manufacturers to be in a position to give:

- ☐ the approximate acute lethal dose of the product in man
- ☐ an indication of symptoms likely to follow swallowing.

Dr Goulding titled his address "Read the label . . ." and suggested that manufacturers should take note of the fact that their products were ultimately handled by the chemically uninitiated. There should be an investigation of the way pesticides were used and how this could be reconciled with the labelling.

## Welsh Region conference

"Pharmacy in the '70s" is the theme of a one-day conference organised by the Welsh Regional Committee of the Pharmaceutical Society, to be held at the Seabank hotel, Porthcawl on Sunday, February 21.

Speakers will be Mr G. T. M. David (chairman, Central NHS [Chemist Contractors] Committee) on "NHS matters" and Mr J. P. Bannerman (a member of Council) on "Planning and distribution in pharmacy."

The conference will consist of lunch and afternoon business session. Fee is £2—for lunch only (12.30 for 1 pm) £1.50, afternoon session only (2.15-4.30) £1.00.

## Pharmacy costs in hospitals

In-patient costs attributable to the pharmacy department averaged £0.24 per patient week in hospitals in England administered by Regional Boards, in the year ended March 31, 1970.

No direct comparison with previous years is possible, because figures for Wales are now shown separately (£0.26), but the national average in 1968-69 was 4s 3d (£0.21).

In 1969-70, the costs for in-patients in hospitals administered by Boards of Governors were £0.67 in London, £0.70 in the provinces, and £0.97 in Wales.

Costs per 100 outpatient attendances were as follows: Hospital Boards, England £3.07, Wales £2.68; Boards of Governors, London £6.12, Provinces £3.85, Wales £1.94.

Drug costs per patient on wards were highest in tuberculosis and chest hospitals — £1.79 per patient per week in RHB hospitals in England.

Out-patient drug costs were highest in psychiatric hospitals, averaging £30.06 per 100 attendances in RHB hospitals in England and rising to £92.05 in London Board of Governors hospitals.

Hospital Costing Returns for the year ended March 31, 1970. HM Stationery office, price £1 10s



## Sheffield hospital cut-back

Pharmaceutical manufacturing in hospitals may have to cease in the Sheffield region if the present shortage of pharmacists continues, according to the Regional Board.

The inadequacy is evident throughout the region — comprising Leicestershire, Nottinghamshire and parts of Derbyshire, Lincolnshire, Rutland and the West Riding of Yorkshire — but the problem is particularly acute in Sheffield itself. Out-patient dispensing has been stopped and the teaching group has been especially hard-hit.

Chief pharmacists have been asked to ensure that technicians do not dispense without proper supervision.

A Board spokesman said that the pharmaceutical service will cost more if manufacturing work has to be sent out to private firms.

A regional staff shortage of 25 per cent is reported, all grades except chief pharmacists being involved. This is in line with the salaries claim submitted to the Whitley Council in October, 1970, in which a 20 per cent deficiency on establishment was quoted.

## Headaches top ailments poll

Fourteen per cent of adults suffer from a headache in any typical week while 10 per cent are troubled by aching backs, 9 per cent by muscular aches and 8 per cent by colds, according to a recent survey based on interviews with 1,000 adults.

Seven per cent of the sample, drawn from around the country, suffered from sleeplessness; catarrh, sore throat and indigestion each affected 6 per cent.

The survey, one of a series conducted by Sales Research Services Ltd to answer marketing and social questions was taken over two weeks. It showed that 20 per cent of sufferers took no action about their headaches or indigestion and 60 per cent ignored their sleeplessness. Fifty-five per cent of sufferers from all ailments combined had taken non-prescribed medicines, mostly for headaches or indigestion, 6 per cent had tried "home remedies," while 28 per cent had used prescribed treatments, mostly for hay fever and influenza.



*NPU Marketing Ltd recently staged a national competition in which entrants were asked to list in order of importance eight pre-selected reasons why NPUM household rubber gloves are essential to hand care. Seen left to right judging the contest are Mr C. J. Mills (brand manager, NPUM), Miss Anne Marsh (beauty editor, Woman's Realm), Mr R. Allan (sales director W. M. Haffenden, Ltd), and Mr D. L. Barnes (sales manager, NPUM) (See "Promotions," p 126)*

## Doubts on control of 'misuse' drugs

The Government has doubts about the cost-effectiveness of central prescription monitoring systems for controlling drugs of misuse.

Replying to the second reading debate on the Misuse of Drugs Bill in the House of Lords, Lord Aberdare, Minister of State at the Department of Health, said that the main problem was control of over-prescribing, rather than its detection.

When addicts found a doctor who prescribed irresponsibly, his name quickly became known to the authorities through the "grapevine" — which seemed to work more swiftly than the computer. Among the control procedures that Lord Aberdare had in mind was the Pharmaceutical Society's proposal for triplicate prescription forms (*C&D*, March 21, 1970, page 387).

Lord Aberdare said the Bill gave powers to construct elaborate information systems, but the Government were worried that these would lay a tremendous burden on doctors and the pharmaceutical profession. The matter would be approached with caution and full consultation.

When Baroness Serota asked that private prescriptions should be included in any scheme, Lord Aberdare again pointed out the very heavy burden that would place on

pharmacists who had to provide the information.

Earlier he had praised the Pharmaceutical Society's action in advising its members not to dispense prescriptions for amphetamine powder, and had welcomed the action on amphetamines begun in Ipswich.

Dealing with heroin addiction, Lord Aberdare said the amount prescribed at treatment centres had fallen from 3,000 g per month in 1968, to about 1,300 g per month, though with a slight increase in the amount of methadone prescribed.

Several speakers in the debate condemned the penalties that could be incurred by the possession of cannabis. Lord Foot said it was demonstrable that the use of tobacco and of alcohol was more injurious to the individual — and to society in the case of alcohol — than the use of cannabis. Lord Aberdare held that it would be dangerous, when the dangers of cigarette smoking had only now been discovered, to jump to the conclusion that there was less danger in smoking cannabis.

Earlier in the debate, Lord Platt asked why diethylpropion was excluded from class B.

Lord Aberdare promised to look into the point.

Lord Cohen of Birkenhead, president of the General Medical Council, pointed out the difficulty of defining prescribing drugs in an "irresponsible manner."

Lord Windlesham, Minister of State, Home Office, told the House that there were preliminary indications of as much as a 25 per cent increase in convictions involving controlled drugs between 1969 and 1970. In recent months there had been reports of a sharp increase in the taking of LSD.

The Bill received a second reading.

## NHS proposals 'coming soon'

"Proposals for consultation" concerning the future of the National Health Service should be published "early this year," according to Sir Keith Joseph, Secretary of State for Social Services, in reply to a question in the Commons.

He had been asked when he expected to publish a Green or White Paper on the NHS.

Mr L. Pavitt asked if the Secretary of State for Social Services would publish in the Official Report a list of drugs which were being prescribed in the National Health Service and were also included in the list of 369 drug products classified by the United States Food and Drug Administration as ineffective or unduly hazardous.

Mr M. Alison, Under Secretary, replied: "The only products prescribed on any scale in this country are Hydrosaluric K, Kaomycin and Mystecilin. These products were all classified as acceptable by the Standing Joint Committee on the Classification of Proprietary Preparations "but I have asked the Committee on Safety of Drugs to review the list and advise whether any action is required."

Mr J. Golding asked the Home Secretary what steps he intended to take following the decision of a leading drug company to stop using amphetamines in "pep" pills.

Mr Reginald Maudling, the Home Secretary, replied: "Sir Keith Joseph, Secretary of State for Social Services, and I shall be giving early consideration to the question of controlling the misuse of amphetamines in the light of the new powers that will be available when the Misuse of Drugs Bill becomes law, and of the continued need for the drugs in medical practice."



# PATA's successful campaign against price-cutting

The Proprietary Articles Trade Association has been successful in getting prices restored to maintained levels in more than half the cases of price-cutting dealt with since the Restrictive Practices Court decision on medicines.

The Association's council was told on January 14 that about 200 price-cutting traders had been approached on behalf of manufacturer members since the judgment, and this did not include the cases successfully dealt with by manufacturers themselves.

Mr H. R. Duncan was elected the new president (see p 127 and Mr T. Bellm, Mr J. O. Briggs and Mr S. J. Turner were elected vice-presidents. Mr T. Marns was elected treasurer.

## Drug supplies and the strike

The postal strike will not affect supplies of urgent drugs and medicines, Mr John Bentley, chairman of Barclay & Sons Ltd, pharmaceutical wholesalers, said when the dispute began.

"Postal services can be eliminated from the pattern of drug distribution without any hardship or difficulty being caused. If necessary our vans will collect and deliver urgent drugs needed by hospitals in the areas which we serve."

Drugs are being delivered to depots by manufacturers using road transport and depot stocks will be maintained at normal levels adequate for seven weeks' supply. Vans are collecting chemists' orders where necessary.

## The postal dispute

We regret that because of the strike of Post Office workers it was not possible to produce and deliver an issue of the *Chemist & Druggist* last week. However, this combined issue for January 23 and January 30 has been printed a day earlier than in a normal week in the hope that copies can be distributed to most retail subscribers before the weekend. We apologise to all readers who have to wait until the dispute is settled before receiving their copies.

## A truce in 'de-skilling' rumpus

Friction between Bristol pharmacists and Mr Anthony Wedgwood Benn, MP for Bristol South-east, was dispelled at a meeting in the city on January 15 when Mr Benn apologised for his use of the word "de-skilling" in relation to pharmacy (*C&D*, August 22, 1970, p 209).

Mr Benn said that he now appreciated that there was more to the work of pharmacists than he had at first thought.

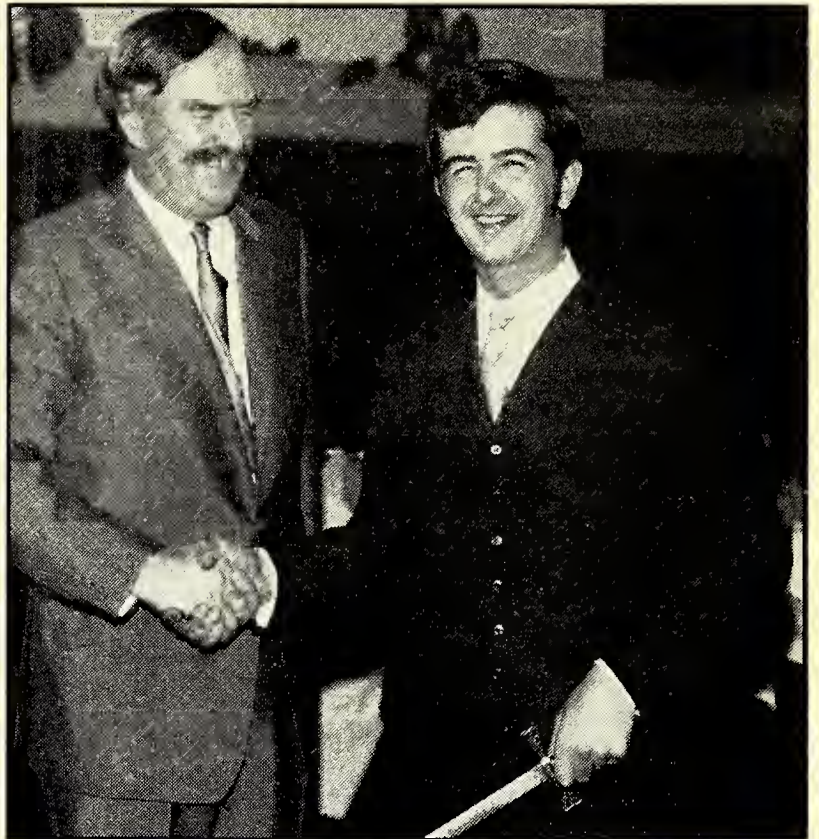
Present at the meeting were committee members of the local branches of the Pharmaceutical Society and the National Pharmaceutical Union and of the local pharmaceutical committee, Mr J. Ferguson, an assistant secretary of the Pharmaceutical Society and the local Councillor whose complaint about pharmaceutical services in one area of the city had caused Mr Benn to write to the Secretary of State, Social Services.

Welcoming Mr Benn, the branch chairman, Mr P. F. Jolliffe said that unless pharmacists were prepared to explain their point of view to MPs and city councillors it was not surprising that politicians and the public were less well informed than they might be on pharmaceutical topics.

After a general discussion it was concluded that a need existed for an organised prescription collection and delivery service available generally, not only in Bristol, Mr Ferguson expressed concern that such a service should not be run at a loss to the pharmacist.

Mr Benn asked the audience to forecast changes in the city's pharmaceutical services for ten years ahead and pledged his support for any sensible measures they might put forward.

He accepted an invitation to attend the annual dinner of the Pharmaceutical Society's branch on February 24.



During L'Oreal's recent national sales meeting, held at the Belfrey Hotel, Sutton Coldfield, Mr G. J. Pritchard, a salesman in the company's North Midland territory who has been with them for three years was voted salesman of the year. Seen here with general sales manager, Mr Peter Salter, he receives the presentation sword

## Conversions: 'no need to panic'

There is no need to panic if your cash register is not converted to take decimal currency on D-Day (February 15) said Mr R. J. McCullagh, assistant director, sales promotion and advertising, National Cash Register Co Ltd last week.

The announcement by various speakers that those who did not immediately convert would find themselves at a trading disadvantage was "confusing" he claimed.

Many Australian businessmen had told him that for the smaller businesses where average transaction values were under £1 there was an advantage gained from maintaining the old trading for a time.

NCR hoped to have all their conversions completed by October-November at the latest.

## NEWS IN BRIEF

□ A notice of election of Local Pharmaceutical Committees in Scotland, and nomination papers, have been sent to each elector on the lists. Any pharmacist, contractor or employee who is entitled to vote and who has not received these papers should immediately notify the Returning Officer,

Pharmaceutical General Council (Scotland), 36 York Place, Edinburgh 1. Nomination papers must be returned by February 9.

□ The Home Secretary has authorised the suspension of the withdrawal from Dr Ray Wilfrid Downie of authority to possess, supply and prescribe Dangerous Drugs. The list on page 217 of the *C&D* Year Book should be suitably amended.

□ An address on "Monitoring of adverse reactions to drugs and the therapeutic audit" is being given by Professor O. L. Wade, professor of pharmacology and therapeutics, Queen's University, Belfast, in the upper lecture theatre, Institute of Chemical Science, Royal Victoria Hospital, Belfast, at 4 pm on February 3. Pharmacists are invited to attend.

□ In reply to a Commons question, Mr Michael Alison, Under-Secretary for Social Services, stated that new liquid vitamin drops, formulated especially for young children, will be introduced to replace Welfare orange juice and cod-liver oil on April 5. A new vitamins A, D and C tablet, intended for expectant and nursing mothers only, will be introduced later. Both will be available free on a basis broader than hitherto.



# COMPANY NEWS

## Wellcome sales up but profits dip

Sales of the Wellcome Foundation Ltd, around the world, increased by 14 per cent to £85.8 m in the year ended August 31, 1970, but for the first time in nine years group profit at £8.7 m, before tax, fell below the figure for the previous year (£9.6 m).

Exports from the United Kingdom at £12.6 m. were increased by 36 per cent over the previous year. Expenditure on research and development increased by 29 per cent to £5.8 m. The Wellcome Trustees receive a dividend of £2.1 m (£1.85m last year). All distributed profits are applied by the trustees to the support of medical and veterinary research throughout the world.

Mr A. A. Gray, chairman of the Foundation since the beginning of the month, attributes the fall in profits to world-wide inflation particularly in the latter part of the financial year. The need to maintain stocks of the Burroughs Wellcome subsidiary in the United States during its move from Tuckahoe, N.Y. to North Carolina was also a contributory factor.

Sales of Burroughs Wellcome Co in the US increased by 6.2 per cent. The value of sales to the National Health Service in the United Kingdom remained constant at 7.7 per cent of sales world-wide.

World sales in the veterinary and agricultural fields reached £27.8 m, an increase of 10 per cent, though margins and profits were reduced by rising costs.

The increase of group expenditure on research and development marks the strengthening of original research in UK and US and improved facilities, notably in the new laboratories of the US company. Provision must be made for still further increases in group expenditure under this heading, the report adds.

As a result of increased borrowings, the interest charge of £1.9 m is nearly double that of the previous year.



Mr T. R. Auchincloss, chief executive, Jeyes Group and chairman of the newly formed Aerosols International Ltd (left) with Mr J. W. Clewer, managing director. AIL, at the Press conference in London to announce the rationalisation of their extensive aerosol interests

## Jeyes merge aerosols interest

Jeyes Group Ltd have formed Aerosols International Ltd to act as the parent company for their subsidiaries Swallowfield-Serta, Aerosol Packaging Co and Armstrong Laboratories. It will be responsible for finance, planning research and marketing of the aerosol products while the existing Swallowfield-Serta with its plant in Wellington, Somerset, and APC and Armstrong Laboratories in Bracknell will operate as production companies.

Giving this information to the Press recently Mr Ralph Auchincloss, chief executive of Jeyes Group said that of the 55 million aerosols produced in Britain, one-in-six was filled by the Group.

Looking ahead Mr Auchincloss said, "We should virtually double our business and be producing of the order of 100 million cans by 1975."

The board of the new company comprises: T. R. Auchincloss (chairman), J. W. Clewer (managing), A. J. Hodson, L. V. Dowswell, E. G. Harrison and D. T. Trist, MPS.

## LRC bid £2.8m for Haffenden

Holders of over 50 per cent of the £400,000 "A" Ordinary shares of Haffenden-Richborough Ltd, have irrevocably undertaken to accept an offer from LRC International Ltd which values HR at about £2.8m, or 28s per 4s share.

Terms are 11 LRC 2s Ordinary and 82s 6d nominal 10½ per cent unsecured loan stock 1990-95 for every ten HR shares.

The offer is subject to the receipt by LRC of a satisfactory report on, and satisfactory arrangements being concluded in respect of, an HR overseas associated company.

HR holders will be entitled to a final dividend for 1970 of 20 per cent; this will maintain the total at 30 per cent.

## Boots' investment in branches

Boots Ltd opened 12 branches during the period October-December 1970. The number includes branches at Crawley, Barnet, Ramsgate and Hemel Hempstead which represented £620,000 of company investment.

There were also 14 modernisations completed during the period and ten branches were closed down.

## In brief

**Hickson & Welch (Holdings) Ltd:** A final dividend of 11½ per cent is declared, making 17½ per cent for the year (against 16 per cent in the previous year). Profit before tax was £2.16m (£1.85m).

**Calmic Ltd:** The annual report of the Wellcome Foundation Ltd shows that Calmic's sales increased by £478,000 in the year ended August 31, 1970, to a total of £4,524,000.

**Eylure Ltd's** headquarters telephone number is now Cwmbran 66611.

## Appointments

**Kleinert's Inc,** have appointed Mr G. R. Sullivan their representative for South London, Kent and part of Sussex, as from February 1.

**Rapidol Ltd** have appointed Mr Richard Harrison, a chemist representative. Based on Inecto's Birmingham depot he will be responsible for Warwickshire, South Staffordshire, South Wales and Shropshire.

**Office of Health Economics** has appointed Mr William Laing their deputy director. Mr Laing has been the economist at OHE since 1968.

**Food Industries Ltd** have appointed Mrs P. English technical manager, flavours, and Mr K. Firth as their senior flavourist.

**Lenthéric Ltd** have appointed Miss Janet Spencer their representative for the West of England, covering the area from Hampshire to Cornwall.

**LR Industries Ltd** have appointed Mr A. Turner product co-ordinator for surgeons' gloves; Mr J. Harvey becomes product co-ordinator, household products and disposables and Mr C. Long product co-ordinator, contraceptive products. All have been promoted from within the company.

**Johnsen & Jorgensen (Holdings) Ltd:** Mr I. B. Throndsen, chairman and managing director has relinquished the post of managing director but remains chairman; Mr John C. Jorgensen becomes deputy chairman and Mr Robert O. C. Johnsen, managing director. The company explain that the changes have been made in advance of Mr Throndsen's retirement, due in 1973, to ensure continuity of experienced top management.

**Imperial Chemical Industries Ltd** have made 10 new appointments from their research staff to the company's "scientific ladder". Two of these appointments are at the level of senior research associate and eight are research associates. Among the eight is Dr G. Swain, pharmaceuticals division, whose field is chemotherapy and organic chemistry. ICI created the new categories of appointment in 1964, to ensure that outstanding scientists who do not wish to become over-involved in administration may see ahead of them scientific careers equal in terms of money and status to those of senior managers of scientific departments.



**MAKING MONEY?**  
**IT'S EASY WHEN YOU**  
**HAVE THE RIGHT PEOPLE**  
**BEHIND YOU**







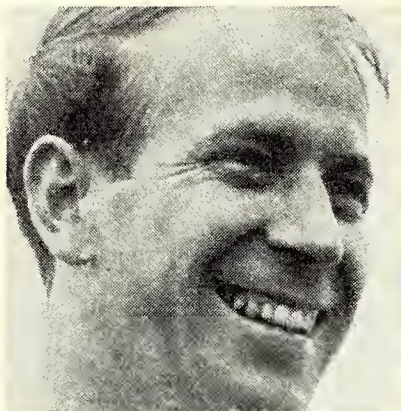
Barbara Windsor / Film and TV Star.



Jimmy Young / Britain's top D.J.



Arthur Ashe / International tennis star.



Bobby Charlton / England International Footballer



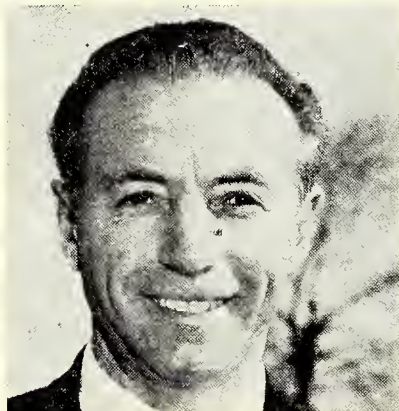
Virginia Wade / Top tennis girl.



Andrea Allen / TV and Film actress.



Jo Siffert / International Racing Driver.



Sir Stanley Matthews



Monty Modlyn / Personality of B.B.C. and Thames T.V. "Today"

## Your dynamic Bio-Strath sales team is back on the £1,000,000 road again

The famous people who help shoot Bio-Strath sales over £1,000,000 in 1970 are back on the road with a bigger-than-ever advertising budget behind them.

Starting February, Bio-Strath is spending £50,000 on riveting 13" x 5 column advertisements in the

**Sunday Express**

**News of the World**

**Daily Mail & Daily Mirror**

Half pages in colour in

**Woman & Woman's Own**

Full pages in

**TV Times & Evening Standard**

Plus lots of

**Point of sale**

**Underground advertising**

**In-store demonstrations**

**Exhibitions**

**Film shows**

**Trips to Switzerland**

## BIO-STRATH Elixir



# FROM BIO-STRATH THE BIG ONE- 2 GREAT SPRING BONUSES

## BONUS 1

**Make 27/6 extra on every dozen**

We call Bio-Strath "the remarkable Swiss Elixir". Remarkable? That's why all kinds of influential people swear by it. So much so that it goes on increasing its lead as Britain's top selling elixir.

**On every 12 bottles you order we only charge you for 11**

A cool 27/6 for you apart from your usual mark up on orders placed with your usual wholesaler from February 1st—19th.

**NOW—a special Spring tonic for you**

## BONUS 2

**More free bottles  
plus trips to  
Switzerland**

Give Bio-Strath a bold showing in your window for at least 2 weeks, and you could win a two day trip to Switzerland.

All you have to do is fill in the form and our professional window dressers will advise you of when the display will be installed during March—FREE.

120 lucky retailers will be the guests of Bio-Strath on a two day trip to Zurich.

Book your display *now* and we'll give you another bottle of Bio-Strath worth 27/6.

I wish to enter the Bio-Strath Swiss Trip Lucky Window Draw

Name \_\_\_\_\_

Address \_\_\_\_\_  
\_\_\_\_\_

Bio-Strath (U.K.) Stratenport House,  
Bentinck Mews, London, W.1.

I understand that Free professional window display service will advise me of the date that the display will be installed during March. And that they will deliver my Free bottle of Bio-Strath.



# **HALEX**

## **Toothbrushes**

The full range of Halex  
Toothbrushes, which includes:  
HALEX NODDY CHILDREN'S  
HALEX TWIN HALEX SMOKER'S  
HALEX CAPRI  
HALEX JUNIOR TWIN  
together with Halex Medical Sundries, is  
now being distributed to Wholesale  
and Retail Chemists by

**Sanitas Group Sales Ltd.**

Please place your order with your  
area representative or send direct to:

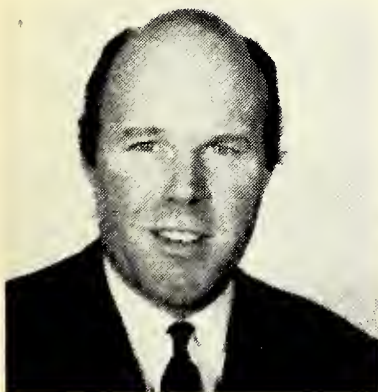
SANITAS GROUP SALES LTD.,  
43-59, CLAPHAM ROAD,  
LONDON, S.W.9.  
Telephone 01-735 2801



# PEOPLE

**Mr H. R. Duncan**, the new president of the PATA (see page 120) is joint managing director of Thos Christy & Co Ltd. He was educated at Rugby and was commissioned into the "Gunners," joining the company in 1949 when it was restarted after being bombed out of London during the war.

He first became a member of the PATA Council in 1961 and was elected a vice-president in 1968. Mr Duncan is also a council member of the Toilet Preparations Federation.



Mr H. R. Duncan

**Mr John H. Fingerhut**, chairman of Merck Sharp & Dohme Ltd, is visiting Merck & Co Inc locations in a number of areas including Thailand, Australia, New Zealand, Hongkong and Malaysia. He is expected to return to England in late February.

**Professor O. L. Wade**, professor of therapeutics and pharmacology, Queen's University, Belfast has been appointed to the chair of clinical pharmacology in the University of Birmingham. Professor Wade takes up his new appointment on April 1.

**Professor P. C. Elmes**, professor of therapeutic sciences, Queen's University, Belfast, has been appointed to the Northern Ireland General Health Services Board to replace Professor O. L. Wade, who has resigned in consequence of his new appointment in Birmingham (see above).

**Mr D. T. Trist**, who is a director of the newly-formed Acrosols International Ltd (see p 122) won a scholarship to the University of Bristol School of Pharmacy, qualifying in 1953. After three years with the

Royal Army Medical Corps he was successively in retail pharmacy management with Boots Ltd; a section leader with the development laboratory of the British Drug Houses Ltd and with the sterile pharmaceutical production unit of Burroughs Wellcome.

In 1960 Mr Trist joined Walter Gregory Ltd as development chemist, later becoming control manager of Swallowfield, then technical director.

## Deaths

**Aram:** Recently, Mr George Aram, MPS, Cliff Pharmacy, Wellingore, Lincoln; aged 60. After qualifying in 1937 Mr Aram joined his father, later taking over the business. Now one of his two sons, Mr Michael Aram, is carrying on the family business.

**Ellery:** Recently, Mr John Edgar Ellery, MPS, Windsor Road, Gerrards Cross, Bucks. Mr Ellery died in Basingstoke General Hospital from injuries received in a motor accident on December 30, 1970. He qualified as a pharmacist in 1933 and was a director of Crookes-Anestan Ltd.

**O'Neill:** On January 15, Mr Gerald O'Neill, MPS, 3 Maretime Gardens East, Blackrock, co Dublin. Mr O'Neill's death came as a shock to his colleagues on the Council of the Pharmaceutical Society of Ireland, because only three days previously he had attended the monthly meeting of the Council of which he had been a member for 28 years.

After qualifying in 1930 he purchased the pharmacy of Dr Boland in Blackrock which he conducted up to his death. He served for a period as vice-president of the Council but for health reasons declined the presidency. He was a former president of the Irish Drug Association.

**Mr Michael Costello** who served his apprenticeship at the same time as Mr O'Neill writes: "A more loyal colleague I could not ask for. He has placed pharmacy deeply in his debt for the service he rendered to it on many bodies. He never spared himself in the advancement of a profession to which he was really dedicated."

**Williams:** Recently, Mr Rhys Ceiriog Williams, MPS, Plas Gwyn, Llanddoget, Llanrwst, Denbighs. Mr Williams, who qualified in 1930 from the Liverpool School of Pharmacy, served on the Denbighshire and Flintshire Pharmaceutical Committee for some years.

# THE XRAYSER COLUMN

## Postgraduate training

There might be less apathy in the election of the Council of the Pharmaceutical Society if the proceedings of Council meetings were always as fully reported as was the debate on the recommendations of the Education Committee in regard to postgraduate training (pp 101-2).

The committee recommended that such training should be undertaken only in hospital or general practice, thus countering the Report of the Working Party which advocated a wider field. Professor Beckett, who is chairman of the Education Committee, made it clear that he did not support its recommendations, and he spoke strongly against them. The Council was very evenly divided in the matter and it was by only one vote that it was referred back to the Education Committee for further consideration.

I was not convinced of the soundness of all the arguments put forward by Professor Beckett, particularly when he said that "pharmacists held responsible positions in schools of pharmacy, but if those involved in research had to go out for a year along the only route to the register, within 20 years schools of pharmacy would be completely manned by non-pharmacists, which would have serious repercussions on pharmacy."

## Future of teaching

In moving back, Mr E. A. Brocklehurst said that the future of pharmacy depended on teaching. He might have gone even further and said that the future of teaching depended upon pharmacy. By non-pharmacists, one must assume that Professor Beckett meant people who had graduated but, owing to the recommendation that they be permitted to register only after one year in hospital or general practice, had decided not to register.

Let us disregard, for the moment, the fears expressed that those who have done the major part of their training in industry or college might, at some time, opt for general practice, and concentrate our attention on the qualifications of the teacher himself. If he is to be responsible for the teaching of pharmaceuticals, with all that that entails, surely there is no alternative to his acquiring as wide a grasp as possible of both hospital and general practice pharmacy.

I should have thought that, unless the schools are to be manned by pharmacists who are virtually non-pharmacists, there is no alternative to their seeking that experience under practising conditions, for their own sake as well as that of their students. And I should have thought that one year would be the absolute minimum, and anything less totally inadequate. Postgraduate experience, Professor Beckett said, was not as meaningful as it should be.

Nor, I submit, would be the training of undergraduates by inexperienced teachers.

## Sarah Brown

I have received a chatty little booklet entitled "Your guide to decimal money," detailing on p 21 a shopping expedition on February 15 by Mrs Sarah Brown. She finds the bus conductor gives her her change in new pence, and the supermarket charges her goods in the new currency. "Now she goes to the chemist. He is still working in £sd."

And when I meet Mrs Jones on that fateful Monday *she* is bound to tell me that the book said that the chemist was still working in £sd!



# Easy winter reducing plan

## Your profits can increase to over 55%

Holiday booking time is here, new fashions, and all the other things that make people look forward to summer. And to being slim!

We are taking advantage of this mood by having a Special Promotion. The 'Ayds easy winter Reducing Plan for summer slimness'.

As you know, Ayds Reducing Plan is one of the most successful slimming plans marketed in Britain. Not only is it the only major *non-methyl-cellulose* product, but it's also the only slimming

plan that's backed by consistently authentic and believable personal case histories.

Successful slimming is difficult and should be planned. Ayds doesn't employ crash-diet methods but offers long-term results. And that's what slimmers like about Ayds.

To support this pre-summer slimming promotion an exciting new series of true life stories will be appearing in a wide range of newspapers and magazines.

Starting this month.

**Display this attractive new unit now. The Ayds Girl will be calling to tell you about the offer; or alternatively you can contact your usual wholesaler for details. You get one Free pack of Ayds with every half-dozen case ordered before Feb. 28 – that's over 55% profit on your outlay! ►**

# Ayds®

AYDS DIVISION OF CUTICURA LABORATORIES LIMITED  
MAIDENHEAD • BERKS







# NEW PRODUCTS AND PACKS

## Diabetic

### Skels Cooldrop

Smith Kendon are now producing commercially a true hard-boiled sweet that is said to be completely free from added sugar, and safe for diabetics. The flavours have been specially formulated for the product, to ensure a crystal-clear palatable sweet. The product gives a cooling sensation in the mouth as it dissolves, giving rise to the name Cooldrop. Four "true to taste" flavours are available, blackcurrant, lime, orange and raspberry.

Each sweet is individually sealed, so that the consumer can keep an opened packet without the remaining sweets deteriorating. Each pack contains 28 individual sweets (2s 6d, £0.12½).

The packs are in colours associated with the flavour of the contents. (Smith Kendon Ltd, 132 Borough High Street, London, SE 1.)

## Cosmetics and toiletries

### Outdoor Girl's new shades

Six new lipstick shades from Surbiton are: Raspberry Crush, Mulberry Cream, Toffee Ice, Cinnamon, Pink Ginger and Lipslicker—a "sheer gloss that slicks on a clear plum beige that looks completely natural." All in the new green and gold case (4s 7d, £0.23).

Natural Finish is Outdoor Girl's contribution to the new fashion face. It is in four shades of natural, light, medium, and dark. In the see-through polythene bottle with the gold cap (6s, £0.30). To complete the new fashion face are the new Flutter Lashes. "Extra long and extra fine" (12s 10d, £0.64).

There are also six Pearly Eye-Lighters (pressed shadow with a touch of pearl) in soft colours, that can be applied by a brush or fingertips. Colours: Rose (a delicate flesh pink), Jasmin (as fresh as yellow pollen), Seafern (a soft blue/green aqua), Lavender (the palest mixture of mauve and lavender), Cornflower (as the bluest cornflower) and Moss ("as fresh as the dew").

The new eye colours are meant to circle the whole eye with colour, on their own, or teamed as highlighters and shadowers.

In the round see-through case (3s, £0.15). (Outdoor Girl, Girl Cosmetics, Surbiton, Surrey.)

### A Bronnley replacement

Bronnley's begin 1971 with a newcomer to their range of soaps with Turtle Oil. English Clematis is a rich, soft purple colour evocative of the flowers of the popular garden climber. The fragrance is a blend of lilac, jasmine and iris, with notes of bois de rose and petitgrain, and touches of clove.

Like all Bronnley's Turtle Oil soaps, English Clematis is available in both bath and hand size tablets, weighing 6oz (4s 3d, £0.21) and 3oz (2s 7d, £0.13).

The new fragrance replaces the Scottish Pine fragrance in the Turtle Oil series. (H. Bronnley & Co Ltd, 10 Conduit Street, London W 1.)

### Lemon Creme Rinse from Wella

"Another winner to set cash tills ringing" is how Wella describe their new Lemon Creme Rinse.

They say that extracts of lemon have been long known to have beneficial effects on all types of hair and that Lemon Creme Rinse will be specially welcomed by those fighting problems of greasiness.

Lemon Creme Rinse comes in bottles (7s 10d, £0.39) each containing enough for up to 10 treatments, and in single-application sachets (1s 4d, £0.6½).

Both bottles and sachets are distinctively designed to catch the shopper's eye, with an attractively cool, fresh "lemon" motif standing out crisply against a grey and white check background. (Wella (Great Britain) Ltd, Wella Road, Basingstoke, Hants.)

### Germaine Monteil foundation

Acti-Vita Foundation was formulated to lie lightly on the surface of the skin and not settle into lines or pores, retaining its over-all effect for long periods of time, say Germaine Monteil. "It creams on yet dries to a semi-matte finish that never looks greasy or powdery." In four shades: bronze (a sun-kissed tan), beige (classic muted beige), peach (warm undertones of pink) and tawn (new soft honey-beige).

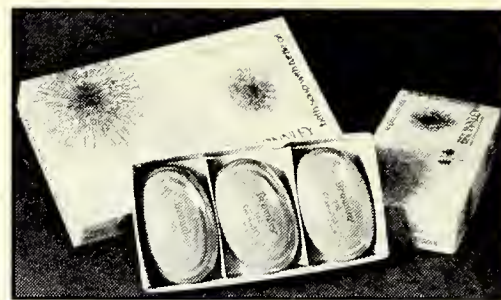
The translucent cream foundation comes in a dome-shaped frosted glass jar with screw top, packed in a gold box (130s, £6.50). (Germaine Monteil (UK) Ltd, 17 Old Bond Street, London W 1.)

### Rimmel's additions

The following new fashion shades have been added to the Rimmel Beauty Boutique series: eye shadow stick, French Navy (£0.14); nail lacquer, Black Tulip (£0.14); lipstick (push-up), Black Tulip (£0.15); lipstick (twist-up), Black Tulip (£0.25); block mascara, Browny Black (£0.15); roll-on mascara, Browny Black (£0.16); eye shadow palette, Navy, Damsen, Fern and Sea (£0.35).

These new fashion shades are being promoted in a series of special advertisements in national daily newspapers.

Rimmel have also published a full-colour beauty booklet entitled "A Personal



Guide to Beauty" featuring the up-to-date prices in decimal currency. Supplies are available upon request (Rimmel International Ltd, 17 Cavendish Square, London, W 1.)

### Longuette from Orlane

Following the new "Longuette" hemline to co-ordinate the whole fashion look, Orlane have launched their Longuette range of make-up in which the colour scheme is golden beige with "warm bronze" lips and a "soft" green and bronze combination for the eyes. The range comprises Longuette Poudre Desse (iridescent) (£1.20), Longuette Agate lipstick (£1.00), a golden bronze and Longuette Bis Agate lipstick (£1.00), a pale honey beige. There is the Longuette iridescent eye liner (£1.55) and iridescent eye shadow (£1.95). The nail lacquer (£1.10) is a pearlescent-bronzed. The range is to be available on February 15. (Distributors: Sirex Ltd, 125 High Holborn, London WC 1.)

## Sundries

### Twin-pack Nu-Soft kitchen roll

NPU Marketing Ltd, 321 Chase Road, London N 14, announce the latest addition to their range of Nu-Soft paper products: a film wrapped twin-pack of kitchen rolls (3s 5d, £0.17).

### Elbeo's new arrival

Cling Tights Caresse have been introduced by Elbeo. Caresse are sheer, 20-denier Cantreese tights, with a sandal heel and no bulky underfoot seam. The panty part has a knitted-in waistband and shaped gusset for extra comfort and hard wear.

Three sizes, small, medium and large, five top fashion shades, Melba (smooth mid-brown), Amber (warm sunny tan), Tivoli (rich warm brown), Shetland (a field of misty heather) and Plus Baltic Euro-colour for Spring (delicate creamy beige) (12s, £0.60). (Elbeo Ltd, Lenton Lane, Nottingham, NG7 2NS).

### Bathroom scales

Salters have added the Super Trimline 303 and the Olympic 333 to their new range





of Scandinavian-designed bathroom scales. The Super Trimline (79s, £3.95) has a black padded mat which covers the whole of the platform and incorporates a one-piece dial surround and carrying handle.

The Olympic 333 (92s 9d, £4.64) has "slim-line" profile and is covered in black simulated leather with a chrome trim.

All Salter bathroom scales are dual marked up to 20 stone/125 kg in 1 lb/500 gramme graduations. (Salter Housewares Ltd, Llanelli, Carmarthenshire.)

## PRESCRIPTION SPECIALITIES

### MARCAIN PLAIN injections

**Manufacturer** BDH Pharmaceuticals Ltd, Birkbeck Street, London E 2

**Description** Injection of bupivacaine hydrochloride, 0.5 per cent and 0.25 per cent

**Indications** As for Marcain with Adrenaline, particularly where the presence of adrenaline may be contraindicated (such as in the extremities)

**Dosage etc** See manufacturer's literature

**Packs** Marcain Plain 0.5 per cent in pack of five 10 ml ampoules (trade price £0.83); Marcain Plain 0.25 per cent in pack of five 10 ml ampoules (£0.69)

Issued January 1971

### RAUTRAX SINE K tablets

**Manufacturer** E. R. Squibb & Sons Ltd, Regal House, London Road, Twickenham, Middlesex

**Description** Orange sugar coated tablets each containing rauwolfia serpentina (whole root) 50 mg and hydroflumethiazide 50 mg

**Indications** All degrees of hypertension

**Contraindications** Complete renal failure. Care should be taken in patients with severely damaged kidneys and low urine output

**Dosage** Initially one to three tablets, preferably in divided doses morning and afternoon. After a period of two to three weeks a maintenance dosage of one tablet daily may suffice. When used in combination with other antihypertensive agents, it is recommended that the dosage of these be reduced by at least one-half

**Precautions** Should be used with caution in patients with a history of depression, suicidal tendencies, peptic ulcer or ulcerative colitis. An additional dietary intake of potassium will help prevent fluid or electrolyte disturbances but some patients will require potassium supplementation, especially cirrhotic patients and those on digitalis therapy

**Side effects** Infrequent and mild in nature and include nasal congestion, minor gastrointestinal disturbances, increased dreaming

**Pack** Bottle of 25 (10s 10d trade, £0.54)

**Supply restrictions** P1, S4B

Issued January 1971

## TRADE NEWS

### Test marketing

On test in the Harlech Television area during January has been new Vaseline Intensive Care Lotion. Lemon coloured, very light and non-sticky, with a delicate fragrance, Vaseline Intensive Care Lotion is said to be specifically formulated to give instant relief to rough skin, and to slow down moisture loss so that skin is better able to heal itself quickly. Chesebrough-Ponds say it is effective in use on any dry skin area and particularly valuable for over-dry hands. Pack is a lemon, blue and white plastic bottle. There are two sizes, 120g (£0.39) and 185g (£0.49). A counter display unit is available, the headboard of which repeats the maple leaf motif which is emphasised in the television advertising campaign that started on January 21 (Chesebrough Pond's Ltd, Victoria Road, London NW 10.)

### Dispenser for Askit Powders



Askit Laboratories Ltd have introduced a new 30 x 3 powder dispenser pack to replace the "trade box" of 70 single powders which had been offered for over 50 years. This pack change to three powder units means that a simple decimal conversion of 1s to 5p can be made at D-Day. At the same time it is felt that the presentation, housed in a four-colour dispenser unit, will improve point of sale display possibilities.

### Revised discounts from NPUM

NPU Marketing Ltd announce the following volume terms for their range of Nu-Look polarised sunglasses: 24 pairs assorted 5 per cent; 150 pairs assorted 7½ per cent; 250 pairs assorted 10 per cent and 500 pairs assorted 20 per cent. The special "24 for the price of 20" discount on Valda pastilles is being continued until 24 February. This discount will be given on all orders, and is additional to the existing 5 per cent volume discount for three or more member packs.

### Irish agent for Price's glycerin

Price's Chemicals Ltd, Bebington, Wirral, Cheshire, L62 4UF, are now represented in the Irish Republic by Albright and Wilson Ireland Ltd, Ibex Works, Dun Laoghaire, co Dublin. All grades of glycerin are offered including chemically



pure, technical grade, and edible qualities. Albright and Wilson are already agents for Price's other products, which include oleines, stearines, fatty acids, fatty alcohols and processed oils, together with a number of specialised derivatives.

### Exempt purchase tax

Stafford-Miller Ltd, 166 Great North Road, Hatfield, Herts, advise that a purchase tax exemption has now been granted for Quellada application PC and all sizes in both the Quellada lotion and the Quellada application PC are exempt from tax. Trade prices also remain unchanged.

### Distribution change

Bronnley have ceased to distribute Les Parfums Molyneux. All communications should now be addressed to: Parfums Molyneux (GB) Ltd, Molyneux Rouse, 29 Blossom Street, York (tel. York 29752). Accounts for deliveries up to December 31, 1970) should be paid to H. Bronnley & Co Ltd, 10 Conduit Street, London W 1.

### Rainbow reflections

Max Factor's nail polishes have taken a new name and become California Nail Tints (6s 5d, £0.32). They are issued in two types: the glossy California Nail Cremes and sparkling iridescent California Nail Frosts.

Max Factor Ltd, 16 Old Bond Street, London W1X 4BP, say the special non-settling formula remains the same. There are four shades of cremes and eleven Frosts.

## Bonus offers

Bristol Myers Co Ltd, Stonefield Way, Victoria Road, South Ruislip, Middlesex. Nice 'n Easy. 13 invoiced as 12; 28 invoiced as 24.

Wella (Great Britain) Ltd, Wella Road, Basingstoke, Hants. Lemon Creme Rinse. 14 invoiced as 12.

Ayds division, Cuticura Laboratories Ltd, Maidenhead, Berks. Ayds. One free pack with each half-dozen case ordered before February 28.



## PROMOTIONS

### Bio-Strath to award trips to Switzerland for window displays

Retailers who take up Bio-Strath's free window-display offer during March may win a two-day trip to Zurich, paid for by the company. This trip will be offered to 120 retailers — who have only to give a Bio-Strath display, installed by the maker's window dressers, a good showing for two weeks.

This year's advertising campaign starts in February with big spaces in the *Sunday Express*, *News of the World*, *Daily Mail* and *Daily Mirror*. Half-pages in colour will appear in *Woman* and *Woman's Own*, and full pages in *TV Times* and the *Evening Standard*. Backing the Press advertising will be Underground advertisements, demonstrations, exhibitions, etc. Once again, the campaign will feature recommendations by top stars and personalities of the sports and entertainment worlds. (Stratenport Ltd, 1 Bentinck Mews, London W 1.)

### Baby's Progress Chart

Chesebrough-Pond's, manufacturers of Vaseline petroleum jelly and Q-Tips cotton swabs, are currently offering mothers a free "baby's progress chart."

The charts, illustrated in full colour by childhood figures from "the world of dreamland," measure 30 x 20 in. and are easily affixed to a nursery wall. They have spaces for recording name, date of birth, colour of hair and eyes, height at varying ages, etc. There are also spaces on the chart for the mother to affix photographs of her baby.

To obtain the chart the mother has to send in a coupon contained in a leaflet obtainable from retailers, together with a cap or label from any jar of Vaseline petroleum jelly or the back panel from any pack of Q-Tips swabs plus 6d (2½p) in stamps.

The offer will be supported by advertising in the March, April and May issues of *Maternity and Mothercraft* and *Mother* magazines. (Chesebrough-Pond's Ltd, Victoria Road, London NW 10.)

### Harmony hair spray goes national

Elida Ltd are mounting their biggest-ever national launch for their new brand Harmony Hair Spray following what Mr R. G. Gray, marketing director, describes as "the best test marketing success for any toiletry product."

The test operation was carried out in the Midlands area, starting in February last year, and the results were "remarkable." In five months Harmony had captured more than a 10 per cent brand share, and an estimated 15 per cent by the end of the year according to Mr Gray. Moreover this share was achieved without taking any sales from Elida's other brand, Sunsilk Hair Spray, which has about a 25 per cent share.



The launch is backed by a £200,000 television advertising campaign which starts on February 1. (Elida Ltd, 43 Portman Square, London, W1.)

### Trimwheel's spring boost

This spring, Ayds Trimwheel, is being offered at a 50p reduction to customers. The stockist's cash margin is, however, to be preserved.

Supporting display material, animated and static, is obtainable for retail promotion. (Ayds division of Cuticura Laboratories Ltd, Cordwallis Trading Estate, Maidenhead, Berks.)

### Keeping spots down to size

Winthrop Laboratories have produced a new booklet on acne that looks at the whole problem, from treating the actual blemishes to living with spots from the personality point of view.

A "plus" claimed for the book is its "understanding of teenage boys' and girls' feelings about acne." While stressing the

importance of good grooming, it also urges young people to develop their personalities.

The booklet, "Teen-age Acne" may be obtained by sending a large stamped addressed envelope to: Mrs Gloria Smith, Dept. RB, Winthrop Laboratories, Winthrop House, Surbiton-upon-Thames, Surrey.

### Modernisation—with a discount

"Modernising your pharmacy" is the title of a new booklet in Phillips Laboratories' "Helping the pharmacist" series.

The booklet gives an independent view of shop modernisation, explaining the advantages and costs involved. In particular, it tries to show how to retain the "dignity" of the pharmacy while introducing modern merchandising methods. Representatives are offering the booklet to chemists with good businesses which are still being carried on in old-fashioned premises.

A privilege discount of 10½ per cent off quotations for modernisation schemes up to £2,000 has been arranged with Nordia shopfitters.

## ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

**Anadin:** Lc, Y, Sc, So, NE, U, We, B, G, CI

**Askit:** Sc

**Beecham's powders:** All areas

**Beecham's powders + hot lemon:** All areas

**Beecham's tablets:** All areas

**Buttercup syrup:** Lc, Y, NE

**Cabdrivers adult linctus:** Y

**Disprin:** Ln, M, Y, NE, U, B

**Heinz infant foods:** All except E

**Phensic:** All except E, CI

**Silvikrin:** WW

**Steradent:** Ln, M, Y, So, A, U, B

**Venos:** All areas

## NOTES ON NEW MEDICAMENTS

### Midamor

**Chemistry:** N-amidino-3, 5-diamino-6-chloropyrazinamide hydrochloride; amiloride. This substance has diuretic properties. It is, however, less active than the thiazides and causes less excretion of sodium, although it may act longer.

Of greater clinical importance is the drug's effect on potassium excretion. The thiazides bring about a marked increase in the excretion of sodium, which in congestive heart failure is present in excess. They also cause an increase in potassium excretion, of which the body has few reserves. This loss is potentially dangerous, and potassium supplements are

usually necessary. With amiloride, this effect is reversed, the drug having an unusual potassium-conserving action linked with the degree of potassium excretion: the higher the initial rate, the greater the potassium retention.

### Moduretic

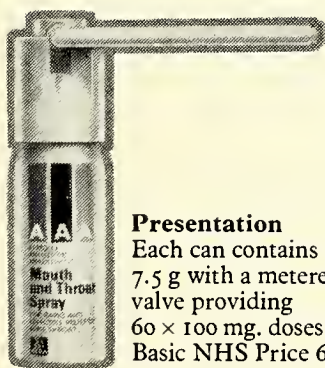
**Constituents:** amiloride 5 mg, hydrochlorothiazide 50 mg. The mild diuretic action of amiloride can be potentiated by combined administration with a thiazide derivative. Combined therapy can also offset the potassium excretion caused by the thiazides.

Thus, additional treatment with potassium supplements — with all its disadvantages — can be avoided. One drawback of this action is that amiloride must be used with care in hyperkalaemic states as in diabetes mellitus, in metabolic acidosis and cirrhosis, or where renal function is impaired.



*fast...**...and  
effective***'TROUBLE  
SHOOTER'****ANTISEPTIC  
ANAESTHETIC****AAA Mouth and  
Throat Spray**

effective against  
all the organisms which  
commonly cause  
infections of  
the mouth and throat.



**Presentation**  
Each can contains  
7.5 g with a metered  
valve providing  
60 x 100 mg. doses (shots).  
Basic NHS Price 6/-

Further information is available on request.



**ARMOUR PHARMACEUTICAL  
COMPANY LTD**  
EASTBOURNE SUSSEX.

**Inflamed  
Throats****Mouth  
Ulcers**

JA28/TS/1

**BONUS OFFER****PROFIT BY PROFESSIONAL  
RECOMMENDATION  
OF A 'CHEMIST ONLY' LINE**

During the coming months many  
prescriptions will reach you  
for AAA Mouth and Throat Spray.

Why not take advantage of this  
'professional' demand and, increase it by:-

a) recommending the product with confidence  
to those customers seeking your 'professional'  
advice on the treatment of **SORE THROATS**  
and **MOUTH ULCERS**.

b) ordering a 'bonus' parcel **NOW**.

**BONUS OFFER PERIOD - February 1st  
- February 27th, 1971**

**OFFER** Order through your local wholesaler at the rate of  
10 packs invoiced for the price of 8 during the offer period.

- incidentally, on an outlay of only 48/- this offer brings  
you a return of £4.10.0d. - a cash profit of £2.2.0d.

**SEND THIS TO YOUR WHOLESALER NOW**

NAME

ADDRESS

**BONUS OFFER**  
**AAA Mouth and Throat Spray**  
**OFFER PERIOD - Feb. 1-27 1971**

Supply:- (tick appropriate ☐)

☐ 10 pks. invoiced at 8-pack price

☐ 20 pks. invoiced at 16-pack price

☐ 30 pks. invoiced at 24-pack price



# MACDONALD'S

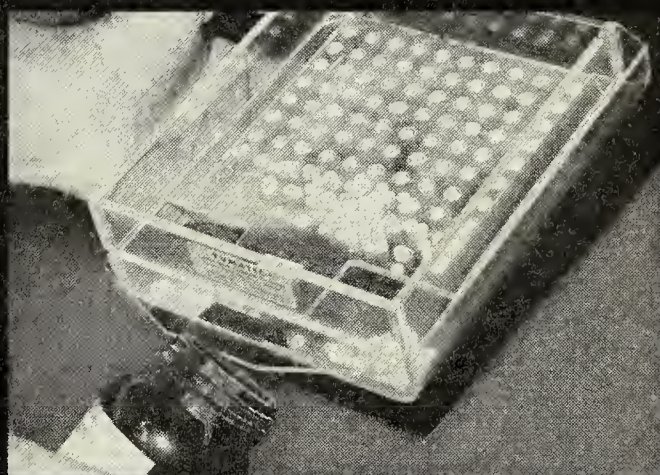
## *Certormatic*

### *streamlined dispensing*

### *saves time, speeds service*

Tablets and Capsules  
counted fast and  
accurately . . .

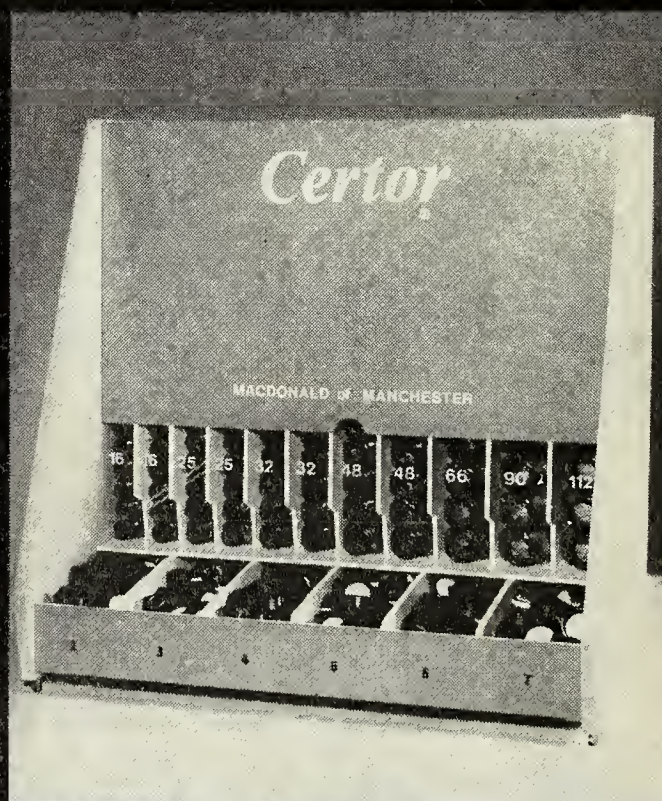
USING THE UNIQUE 'TUMATIC'  
tablet and capsule counter you can  
dispense exactly the prescribed quantity  
straight into the bottle.  
Time-saving, much more hygienic  
and absolutely accurate.



Into Coplastic bottles  
from the new 'Certor'  
bottle dispenser . . .

A SLIM, STREAMLINED UNIT  
which holds a full range of lightweight,  
crack resistant, clear or amber  
Coplastic bottles. The 16, 25, 32 and  
48 ml. sections are double banked, with  
single banks for the lesser used 66,  
90 and 112 ml. bottles.

All are instantly visible through  
a perspex front panel, and are only 1/10th  
the weight of glass, highly resistant to  
breakage and easy to handle.  
There is also provision for the 6 screw  
closures needed for the full range  
of 'Coplastic' tablet bottles  
and metric medicals.





WEEKLY CHANGES AND ADDITIONS  
to December Quarterly Price List



Milk  
and Sulphur  
Skin Soap

NEW PACK  
1/9 RETAIL  
NOW BEING  
NATIONALLY  
ADVERTISED

Trade prices are given per dozen unless otherwise stated. Bold upright figures (2 9) in the retail columns indicate the price is subject to retail price maintenance. Italic figures (2 9) is manufacturers recommended price. Light upright figures (2 9) is a suggested guide. A = Price Advanced. R = Price Reduced. = New entry. D = Delete. C = Correction. / = Insert.

	Trade	PT	Retail				
			£.p	£.p	s	d	
3-Hands (1227 THP) existing entry							D
3-Hands (671 Jeyes)							
disinfectant 200ml	0.98		0.10		2	0	
340ml	1.30		0.14		2	10	
570ml	1.99		0.21½		4	4	
p.v.c. 570ml	2.04		0.22		4	5	
Achromycin (746 Lederle) T5							
ophthalmic oil							
suspension 6ml	0.28ea		0.42		8	5	
Actal (1599 Winthrop)							D
pulv. pro mist 150g	—		—		—	—	
Actifresh (1535 Phillips)							I
(distributors 903 NPU)							
Airwick (671 Jeyes)							
"all day" bottle	2.16		0.22½		4	6	
refill	1.80		0.19		3	10	
aerosols							
alpine mist, fly killer,							
lilac time, spring	1.65		0.18		3	7	
time mist	2.18		0.22		4	5	
moth proof	2.36		0.25		5	0	
solid							
Alberto-Culver (1437 ACC)							
Get Set hair spray	303g	2.64	A 0.43		8	7	
Alka Cold (843 ML) Harlec hand West areas only	10	1.395	B 0.19½		3	11	
Allenbury's (34 A & H)							
malt extract 1lb	2.88		0.32		6	4	
2lb	5.31		0.59		11	10	
with c.l.o. 1lb	2.88		0.32		6	4	
2lb	5.31		0.59		11	10	
Almevax (208 BW)							
rubella vaccine							
ampoule 1	1.06ea		1.59		31	9	
3	2.60ea		3.90		78	0	
Alphosyl (1178 Stafford)							D
lotion 250ml	11.70	B	1.80		36	0	
225ml							
Anadin (655 ICC) Lancs area only							D
cold treatment							
powders (5)	1.34	B	0.19½		3	11	
Ananase (1080 Rorer)							D
Ananase (324 Crookes)							I
Anapax (1053 Rexall)							D
junior aspirin							
Andy (1392 TT)							
sleeping gloves	2.94	D	0.40		8	0	
Andyettes (1392 TT)							
household gloves	4.46	D	0.61		12	3	
Antiperiodic (211 Butler)							D
Aqua Manda (532 Goya)							
fragrance spray	3.18	A	0.54		10	10	
after shave	2.59	A	0.44		8	10	
Artozin (1061 Riker)							D
Askit (69 Askit)							
powders							
dispenser 30 x 3	0.825	B	3 for		0.05		
70							D
tablets 20	0.835	B	0.12½		2	6	
18							D
Aspellin (1023 Radiol)							
aspirin spirit liniment							
100ml	2.65		0.33		6	7	
450ml	0.63ea		0.94		18	10	
2l	2.65ea		3.95		79	0	
Aspro (893 Nicholas)							
tablets soluble 8	0.485	B	0.06½		1	3	
Avena (1480 Izal)							
bath crystals 16oz	1.20	A	0.10		2	0	
Ayrton (78 A5 & Co)							
honey (clear or set)							
special blend ½lb	1.25		0.15		3	0	
1lb	2.10		0.25		5	0	
penicillin VK mixture							D
penicillin VK elixir							I
Tablets (485 Fulford)	0.90	B	0.14		2	10	

	Trade	PT	Retail				
			£.p	£.p	s	d	
Baby Life (1499 BLP)							
terry squares muslin							D
6	—		—		—	—	
Babytown (1554 BL)							
fluffy puffs	0.60		—		—	—	
muslin squares							
24 x 24 (12)	1.45		—		—	—	
terry squares							
24 x 24 (12)	2.00		—		—	—	
luxury (12)	2.20		—		—	—	
Ballet (702 KC)							
25 case rate minimum order direct							
toilet tissue twin roll	1.48		0.06		1	3	
(2 doz)							
Barret (485 Fulford)							
Swiss hand treatment							
large	3.50	A	0.60		12	0	
Benzac (1335 Wigglesworth)†							
tablets 15	0.75	B	0.12½		2	6	
40	1.50	B	0.25		5	0	
Betadine (878 Napp)							
ointment 25g	2.40		0.27		5	4	
Betnelan (518 Glaxo)							D
ampoules							
Bilax (485 Fulford)							
pills 50	1.10	B	0.17		3	5	
Biologic (972 Pharmax)							
detergent 2k	1.54ea		—		—	—	
20k	13.20ea		—		—	—	
50k	28.87ea		—		—	—	
Bisks (1530 Fisons)							
chocolate digestive	2.72	C	0.34		6	10	
water biscuits 4oz	1.70		0.17½		3	6	
7½oz	2.47		0.25		5	1	
15oz	4.33		0.45		8	11	
Bisma Calna (211 Butler)							D
cream 500ml							
Bradilan (878 Napp)							
tablets 50	8.30	B	1.25		25	0	
250	37.50	B	5.62		112	4	
Breck (1509 C of GB)							D
baby shampoo							
Brocadopa (192 Brocades) †s4B							
capsules 125mg 100	1.39ea		—		—	—	
250mg 100	2.73ea		—		—	—	
500mg 100	5.34ea		—		—	—	
Bronnley (194 Bronnley)							
soap turtle oil							
toilet 0642			0.13		2	7	
bath 0643			0.22		4	5	
soap eggs	—	B	0.35		6	0	
Brovolin (878 Napp)							
cough syrup 150ml	0.27ea	B	0.48		9	7	
Brovon (878 Napp)							
pressurised complete							
†s4B	6.60		0.78		15	8	
Broxil (1393 BRL) T5							
syrup 100ml	0.40ea		—		—	—	
Bu-To (128 Biometica)							
with D.I.A. 100g	3.25	A	0.53		10	6	
Buxton (1323 Westmacott)							
rubbing bottle	1.15	B	0.17½		3	6	
	1.75	B	0.26		5	3	
Calavite (228 Carlton)							
tablets 30	0.15ea		0.20		4	0	
100	0.40ea		0.65		10	8	
1000	3.25ea		4.33½		86	8	
C.A.M. (1091 Rybar)							
150ml	1.80	B	0.28		5	7	
Camoquin (938 PD)							D
tablets 3 and 1000	—		—		—	—	
C.A.P. (211 Butler)							D
Carbonet (1155 S & N)							
non-adherent dressings							
3½ x 3½ x 10 CT4	1.86		0.22		4	5	
30 CT3	3.215		0.38		7	7	
7½ in x 4 yd strip							
CT2	5.78		0.68½		13	8	

DUAL PRICING

Retail prices in this supplement are quoted in both decimal currency and £sd to help users prepare for D-day, February 15, 1971.

Column 1: Trade price in decimal currency per dozen.

Column 2: Purchase tax rate code. A=55 per cent; B=36½ per cent; C=22 per cent; D=13¾ per cent.

Column 3: Retail price in decimal currency

Column 4: Retail price in £sd

	Trade	PT	Retail				
			£.p	£.p	s	d	
Carnation (339 CG)							
callous caps	0.854	B	0.13½		2	8	
corn caps	1.85	B	0.11½		2	4	
(2½ doz)							
corn paint	0.962	B	0.15		3	0	
foot powder	1.125	B	0.17½		3	6	
Carresin (553 HC)							D
Carresin (293 Cowper)							I
germicidal liquid							
120cc	—		0.19		3	10	
Caved-S (1237 Tillott)							
tablets 60	1.025ea		1.37½		27	6	
240	3.75ea		5.00		100	0	
600	8.22ea		—		—	—	
C. B's (1335 Wigglesworth) existing entry							D
C. Bs (1335 Wigglesworth)							I
colts foot bronchials	0.55	B	0.09		1	9	
	1.20	B	0.19		3	9	
Cecil Wood (1323 Westmacott)							
head powders	1.55	B	0.22½		4	6	
tablets	0.70	B	0.10		2	0	I
influenza powders	1.00	B	0.15		3	0	
	2.40	B	0.34		6	9	
tablets	1.00	B	0.15		3	0	I
nerve powders	1.55	B	0.22½		4	6	
Celbenin (1393 BRL) existing entry							D
Celbenin (1393 BRL) T5							I
vials 1g	10	103.4ea	—		—	—	
Celtex (1164 SSL)							
sanitary towels							
super soft 12	1.445		0.14½		2	11	
18	2.03		0.21		4	2	
30	3.24		0.33½		6	8	
Certor (785 Macdonald)							
bandage triangular							
unbleached 51 x 36	1.195		—		—	—	
cellulose tissue 16oz	3.40		—		—	—	
cellulose wadding							
16oz	2.05		—		—	—	
cotton wool absorbent							
1oz	0.535		0.06½		1	4	
2oz	0.89		0.11		2	2	
4oz	1.50		0.17½		3	6	
16oz	5.05		0.56		11	2	
hospital quality 1oz	0.47		0.06		1	2	
2oz	0.74		0.08½		1	8	
4oz	1.215		0.14		2	9	
8oz	2.34		0.27		5	5	
16oz	3.90		0.43		8	7	

the most versatile digitalis glycoside

LANOXIN brand DIGOXIN

TABLETS • SOLUTION • INJECTION • PÆDIATRIC ELIXIR  
BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.





	Trade	PT	Retail		
			£.p	s	d
cotton wool pleats					
50g	0.525		0.06	1	3
200g	1.20		0.14	2	10
gauze ribbon sterilised					
3in x 6yd	0.66		—	—	—
3in x 12yd	1.085		—	—	—
1in x 6yd	0.775		—	—	—
1in x 12yd	1.295		—	—	—
non-sterilised					
3in x 6yd	0.61		—	—	—
1in x 6yd	0.725		—	—	—
gauze swabs					
3in x 3in—8ply	5	0.40	—	—	—
gauze tissue BPC					
4oz	1.74		—	—	—
16oz	6.00		—	—	—
lint boric					
1oz	0.87	0.11	2	2	
2oz	1.50	0.18½	3	8	
4oz	2.775	0.31	6	3	
16oz	10.15	1.09	21	9	
plain					
1oz	0.825	0.10	2	0	
2oz	1.45	0.17½	3	6	
4oz	2.65	0.29	5	10	
16oz	9.60	1.06	21	3	
multiple pk. dressings					
No. 1	2.435	—	—	—	
No. 2	4.96	—	—	—	
Chiefs (702 KC)					
25 case rate minimum order direct					
handkerchiefs 3-ply	1.26	D	0.03	7	
Chloromycetin (938 PD)					
topical 10% (vet.)	—	—	—	—	D
Chukka (774 LR)					
disposable panties (3)	1.20		0.12	2	5
white large size (3)	1.45	D	0.16	3	3
men's disposable					
briefs (5)	2.40	D	0.26½	5	4
Cleen-O-Pine (1037 Reckitt)					
standard	0.12ea		0.15	3	0
economy	0.17ea		0.21	4	3
Codasphen (878 Napp) †DDI					
tablets	12	0.90	B	0.33	0.14
Coldrex (976 PL)					
3-day treatment	3.755		0.42½	8	6
Coltapaste (1155 S & N)					
zinc & coal tar bandage BPC					
3½ x 6 yd	2.206	2.20	0.26	5	2
Combistrol (295 CM & R)					
tablets	100				D
Comet (810 Maw)					
hair cutter Regal					
88008	4.625	B	0.87½	17	6
Compactoid (339 CG)					
first aid outfits	A162	0.225ea	0.34	6	10
	A159	0.875ea	1.31	26	2
	A158	1.45ea	2.18	43	7
	A161, A160, A55	—	—	—	D
Condy's (1556 Farillon)					
fluid	125ml	0.725	B	0.11	2
Coopers (200 B & P)					
diabetic products					
dessert fruit tins 8oz	1.34		0.14	2	10
19oz	2.68		0.28	5	7
jellies	7oz	1.63	0.17	3	5
marmalades	7oz	1.54	0.16	3	3
preserves	7oz	2.49	0.26	5	3
15oz	1.63		0.17	3	5
15oz	2.78		0.29	5	9
Cortacream (1155 S & N)					
bandage					
3½ x 1 yd	0.3301	5.03	0.59½	11	11
3½ x 2 yd	0.3300	6.175	0.73	14	7
Cow & Gate (307 C & G)					
cereal food	—	—	—	—	D
Crescent (318 CP)					
eyelash grower	2.63	A	0.47	9	6
nail cosmetic	small	1.20	A	0.25	5
hair restorer	trial	0.90	A	0.20	4
	medium	1.80	A	0.36	7
	large	3.00	A	0.56	11
Crookes (324 Crookes)					
Comfort haemorrhoidal tissues	10	1.44	0.17	3	5
Cutex (256 CPL)					
oil polish remover					
27 and 76g					D
40 and 82cc					I
Cutipen (485 Fulford)					
complete	1.69	A	0.29	5	10
refill	1.17	A	0.20	4	0
Cuxson Gerrard (339 CG)					
baby pants	1.00		0.12½	2	6
baby powder	114g	0.91	B	0.14	2
	270g	1.60	B	0.25	5
DCL (377 DCL)					
malt extract	1lb	1.85	—	—	—
	2lb	3.45	—	—	—
	1lb	1.90	—	—	—
with c.i.o.	2lb	3.55	—	—	—
butterscotch flavour					
1lb	1.90	—	—	—	—
2lb	3.55	—	—	—	—
with orange juice					
1lb	2.15	—	—	—	—
yeast tablets	100	1.75	—	—	—
	1000	1.20ea	—	—	—
Decaf (883 Nestle) existing entry					D
Decaf (883 Nestle) 2oz	4.84	—	—	—	—
	(2 doz)	—	—	—	—
	4oz	—	—	—	—
	(2 doz)	—	—	—	—

	Trade	PT	Retail		
			£.p	s	d
Deflamene (973 Pharmitalia) T5					
lotion	20ml	0.33ea	—	—	—
ointment	50g	0.68ea	—	—	—
Delafine (1480 Izal)					
bath crystals	22oz	0.65	A	0.11	2
	46oz	1.18	A	0.20	4
	17oz	0.88	A	0.15	3
salts					
Delfen (922 Ortho)					
cream with applicator					D
Delsey (702 KC)					
25 case rate minimum order direct					
facial tissues	150	1.95	D	0.10	2
	(2 doz)				
man size	100	2.23	D	0.12	2
	(2 doz)				
toilet tissue twin roll		2.25	0.11	2	11
	(2 doz)				
flat pack twin		1.77	0.09	1	9
	(2 doz)				
Dentosine (339 CG)					
100ml	1.60	B	0.25	5	0
Dentyrbleach (907 Oakes)					
aerosol		0.99	B	0.15	3
Dethlac (506 Gerhardt)					
aerosol		2.40	0.27	5	5
Dethmor (506 Gerhardt)					D
5 concentrate	4oz	2.40	0.30	6	0
	1lb	6.24	0.78	15	7
	7lb	2.67ea	4.00	80	0
	28lb	9.00ea	13.50	270	0
	56lb	16.67ea	25.00	500	0
plus bait					
	1lb	1.68	0.21	4	2
	3lb	3.84	0.48	9	7
	7lb	0.64ea	0.96	19	2
	28lb	1.80ea	2.70	54	0
	56lb	3.33ea	5.00	100	0
Dexten (894 Nicholas)					D
Dextrosol (200 B & P)					
tablets	single	3.46	0.06	1	3
	(6doz)				
	double	3.16	0.11	2	3
	(3doz)				
Dijex (147 Boots)					
tablets	300	0.78ea	B	—	—
	250	—	—	—	D
Dispello (78 A5 & Co)					D
Di-Thoxin (506 Gerhardt)					
rat bait					
	3-bait	0.08ea	0.12	2	5
	10-bait	0.20ea	0.30	6	0
	50-bait	0.83ea	1.25	25	0
	150-bait	1.26ea	1.90	38	0
	250-bait	1.93ea	2.90	58	0
PURCHASE TAX					
A = 55% C = 22%					
B = 36½% D = 13½%					
Doan's (485 Fulford)					
ointment	1.10	B	0.17	3	5
pills	1.07	B	0.16	3	3
	2.10	B	0.32	6	5
	3.23	B	0.49	9	10
Domestos (382 Domestos)					
regular	0.927	0.09	1	9	
giant	1.388	0.13½	2	8	
Easifix (1160 Solport)					
finger stalls leather					
	small	0.60	0.07	1	6
	medium	0.61	0.07	1	6
	large	0.66	0.08	1	7
	ex. large	0.70	0.09	1	9
	ex. ex. large	0.75	0.09	1	10
simulated leather					
	small	0.45	0.05	1	1
	medium	0.47	0.06	1	2
	large	0.48	0.06	1	3
	ex. large	0.50	0.06	1	3
	ex. ex. large	0.51	0.07	1	4
Efcortelan-N (518 Glaxo)					D
cream					D
ointment					
EG (1246 TYE)					
formula	6oz	2.40	0.30	6	0
	12oz	3.60	0.45	9	0
	300	1.20	0.16	3	3
tablets	1000	3.25	0.39½	7	11
Elastocrepe (1155 S & N)					
cotton crepe bandages BPC					
2½ x 5 yd stretched					
	3025	1.775	0.21	4	2
3 x 5 yd	3003	2.115	0.25	5	0
4 x 5 yd	3004	2.79	0.33	6	7
Elastoplast (1155 S & N)					
airstrip	7922	2.01	0.24	4	9
unitpacks					
100—1½ x ¾	7950	5.425	0.64	12	10
100—2½ x ¾	7951	7.23	0.85½	17	1
50—1½ x 1½	7952	3.89	0.46	9	2
50—2½ x 1½	7953	5.61	0.66	13	3
50—3 x ¾	7955	4.31	0.51	10	2
50—2 x 3	7956	8.655	1.02½	20	6
wound dressing BPC					
W.M.P. 50—3½ x 2½	18.02	2.13	42	7	
bandage BPC unstretched					
2in x 3yd	1002	2.54	0.30	6	0
2½in x 3yd	10025	3.13	0.37	7	5

		Trade	PT	Retail		
				£.p	s	d
3 in×3yd	1003	3.72		0.44	8	9
4in×3yd	1004	4.78		0.56½	11	4
boil dressings	4119	0.55	B	0.08	1	8
dressing strip 3×1yd	4003	1.905		0.22½	4	6
first aid dressing	4122	2.01		0.24	4	9
invisible	8121	1.35		0.16	3	2
ventilated/washable	9120	0.85		0.10	2	0
	9121	1.35		0.16	3	2
waterproof	7120	0.85		0.10	2	0
	7121	1.35		0.16	3	2
first aid dressings						
individually wrapped						
and sterilised						
1½×¾in×100	11200	4.575		0.54	10	10
2½×¾in×100	11300	5.84		0.69	13	10
3×¾in×100	11400	7.23		0.85½	17	1
1½×1½in×100	11500	6.885		0.81	16	3
1½×2½in×100	11600	9.69		1.14½	22	11
2×3in×100	11700	14.30		1.69	33	10
waterproof						
1½×¾in×100	12200	4.575		0.54	10	10
2½×¾in×100	12300	5.825		0.69	13	9
3×¾in×100	12400	7.23		0.85½	17	1
1½×1½in×100	12500	6.885		0.81	16	3
1½×2½in×100	12600	9.69		1.14½	22	11
2×3in×100	12700	14.30		1.69	33	10
airstrip						
1½×¾in×100	14200	6.885		0.81	16	3
2½×¾in×100	14300	8.655		1.02½	20	6
3×¾in×100	14400	10.915		1.29	25	10
1½×1½in×100	14500	10.145		1.20	24	0
1½×2½in×100	14600	14.76		1.74½	34	11
2×3in×100	14700	21.56		2.55	51	0
first aid strip	7165	0.28		0.03½		8
plaster BPC						
1in×1yd	1111	0.72		0.08½	1	8
2in×1yd	1212	1.10		0.13	2	7
1in×3yd	1001	1.48		0.17½	3	6
plastic strapping						
waterproof						
1in×1yd	7011	0.59		0.07	1	5
1in×3yd	7001	1.02		0.12	2	5
2in×3yd	7002	1.465		0.17	3	5
wound dressing						
standard BPC						
2×3in×3	4713	0.425		0.05	1	0
Elastoweb (1155 5 & N)						
stretched 3×6/7yd		8.12		0.96	19	2
Elnahar (1457 E)						
antiphones (6 pair)		0.16ea		0.24	4	9
Emko (506 Gerhardt)						
vaginal foam kit refill						
45g		7.08		0.79	15	10
90g		12.60		1.43	28	7
Eucarbon (1556 Farillon)						
tablets	100	3.00	B	0.46½	9	4
Eupinal (339 CG)						
100ml		1.79	B	0.28	5	7
200ml		3.20	B	0.50	10	0
2l		2.00ea		—	—	—
II		—		—	—	—
Eversharp (366 RD £ A)						
Eversharp (1377 R & A)						
Eylure (443 Eylure)						
eyelashes						
ticklers		3.40	A	0.57½	11	6
whispers		3.40	A	0.57½	11	6
eye make-up remover						
pads		1.55	A	0.26	5	3
nail polish remover						
pads		1.405	A	0.24	4	9
Famel (690 Keldon)						
syrup 1DD1	small	1.51	B	0.21	4	3
	large	2.305	B	0.32½	6	6
	family	3.99	B	0.56	11	3
Fiesta (981 Picot)						
eau de toilette	42cc	4.68	A	0.80	16	0
	84cc	8.16	A	1.40	28	0
perfume miniature		2.64	A	0.45	9	0
	½oz	4.68	A	0.80	16	0
	¾oz	8.16	A	1.40	28	0
	1oz	26.88	A	4.60	92	0
Findlays (1283 Violiv)						
solvent		1.06	B	0.15	3	0



	Trade	PT	Retail				Trade	PT	Retail				Trade	PT	Retail					
			£.p	s	d				£.p	s	d				£.p	s	d			
<b>Fresh'n Dainty (506 Gerhardt)</b>																				
deodorant liquid	2-10	A	0-35	8	0							skin balm	—	A	0-60	12	0			
spray	2-28	A	0-38	7	7							soap medicated 4l	—	A	0-85	17	0			
fleur de lis spray	1-86	A	0-30	6	0							solution 4l	—	B	0-28	5	7			
powder	1-38	A	0-23	4	7									B	0-55	11	0			
tissues	0-90	A	0-14	2	10							<b>Isoxyl (1378 Con Phar.)</b> †s4B								
economy pack	2-58	A	0-40	8	0							tablets 500mg 500	12-00ea		14-12½	282	6			
<b>Gala of London (876 MP)</b>												<b>Izal (1480 Izal)</b>								
eye catchers	IGL8	4-20	A	0-75	15	0						antiseptic	1-03	B	0-14½	2	11			
eyelashes												bath cleaner	1-44		0-16	3	3			
lower lashes	IGJ5	4-20	A	0-75	15	0						germicide†	0-64ea		0-85	17	0			
after bath lotion												soft tissue rolls								
	IGK5	4-20	A	0-75	15	0						double pack	2-26		0-12½	2	6			
azure cleaner	IGE9	3-75	A	0-67	13	5						(2doz)								
moisture	IGF1	4-03	A	0-72	14	5						<b>Jaffajuce (152 Bovril)</b>								
toner	IGE1	3-75	A	0-67	13	5						fruit drink 25½oz	1-94	C	0-23½	4	8			
Barely There	IGB8	2-63	A	0-47	9	5						<b>Jean Nate (248 COTR)</b>								
bath milk	IGK7	6-29	B	0-99	19	10						bath luxuries	—	B	0-95	19	0			
blush stroke	IGE2	2-63	B	0-47	9	5						bath bubbles	—	A	0-65	13	0			
cake liner	IGC3	2-63	A	0-47	9	5						deodorant aerosol	—	A	0-95	19	0			
Colour Up	IGD8	3-47	A	0-62	12	5						friction	8oz	—	A	1-80	36	0		
complexion brush												16oz	—	A	3-50	70	0			
	IGE3	4-76	B	0-75	15	0						32oz	—	B	0-90	18	0			
eyebrow pencil												soap (3)	—	A	1-65	33	0			
king size	IGE8	1-23	A	0-22	4	5						spray of Nate	—	A	0-45	9	0			
eye glimmers	IG99	2-63	A	0-47	9	5						talcum	—	A	1-10	22	0			
eyelashes												travel kit	—	A						
all rounders	IGE1	8-40	A	1-50	30	0						<b>Jelonet (1155 S &amp; N)</b>								
half measures	IGH7	4-76	A	0-85	17	0						paraffin gauze dressing BPC								
full measures	IGH6	5-54	A	0-99	19	10						36 x 3½ x 3½ interleaved								
eye liner brush	IG39	1-71	B	0-27	5	5						J1	3-09		0-36½	7	4			
eye make-up remover												J2	4-575		0-54	10	10			
	IGL3	1-79	A	0-32	6	5						J4	2-92		0-34½	6	11			
eye shaping brush												J6	1-69		0-20	4	0			
	IG41	1-71	B	0-27	5	5						<b>Jeyes (671 Jeyes)</b>								
Face lift	IGG8	4-03	A	0-72	14	5						air freshener blocks (Whiz)								
Face up	IGD6	3-47	A	0-62	12	5						(3 doz)	1-42		0-05	1	0			
flowing velvet	IGC6	2-35	A	0-42	8	5						fluid	284ml	(1 doz)	0-10½	2	1			
fragrance	IGK4	7-00	A	1-25	25	0						570ml	1-61	(2 doz)	0-17	3	5			
golden cleanser	IGF6	3-75	A	0-67	13	5						1140ml	2-94	(3 doz)	0-31	6	2			
toner	IGF7	3-75	A	0-67	13	5						1gal	0-78ea	(4 doz)	0-96	19	3			
moisture	IGG2	4-03	A	0-72	14	5						5gal	3-34ea	(5 doz)	3-94	78	10			
light perfume	IGK3	8-40	A	1-50	30	0						<b>Freshbin powder</b>	680g	1-07	0-10½	2	1			
lipstick												toilet flats		1-84	0-07	1	5			
soft centre	IG93	2-91	A	0-52	10	5						soft single	(3 doz)	1-53	0-05½	1	1			
"locked in"	IGA3	2-35	A	0-42	8	5						babysoft single	(3 doz)	1-46	0-11	2	2			
liquid line	IG98	2-35	A	0-42	8	5						double	(1½ doz)	2-27	0-08½	1	8			
Look Natural	IGC7	2-91	A	0-52	10	5						manilla single	(3 doz)	2-09	0-14½	2	11			
mascara												double	(1½ doz)	2-08	0-14½	2	11			
refill	IGA9	2-07	A	0-37	7	5						toilet rolls	2-08	(1½ doz)	0-14½	2	11			
lashmaker	IGB3	4-48	A	0-80	16	0						babysoft twin	(1½ doz)	2-28	0-08½	1	8			
refill	IGB4	2-91	A	0-52	10	5						manilla	(3 doz)	6-32	D	0-72½	14	6		
matte shadow	IGA5	2-35	A	0-42	8	5						porcelain white	0-78ea	D	1-08	21	7			
nail colour												coloured	—		—	—				
"Little Gem"	IGA1	1-23	A	0-22	4	5						plastic	—		—	—				
pearl	IGA2	1-51	A	0-27	5	5						<b>Jeypine (671 Jeyes)</b>								
remover	IGB7	1-51	A	0-27	5	5						disinfectant	200ml	0-98	0-10	2	0			
natural cleanser													340ml	1-30	0-14	2	10			
	IGF3	3-75	A	0-67	13	5							570ml	1-99	0-21½	4	4			
moisture	IGF5	4-03	A	0-72	14	5							1gal	0-80ea	0-97½	19	6			
toner	IGF4	3-75	A	0-67	13	5							5gal	3-53ea	4-41	88	3			
Night Life	IGC6	4-76	A	0-85	17	5							<b>Keflex (413 Lilly)</b>							
perfume	IGK1	12-60	A	2-25	45	4							tablets 500mg 20	7-37ea	11-06	221	3			
perfume oil	IGK2	9-80	A	1-75	35	0							<b>Kinidin Durules (68 Astra)</b>							
pure moisture	IGG7	4-76	A	0-85	17	0							tablets 250	10-08ea	15-11	302	3			
shadow stick	IGA7	2-35	A	0-42	8	5							<b>Kinx (1073 Robinson)</b>							
Shape Up	IGD7	3-47	A	0-62	12	5							pleated wool	1-25	—	—	—			
Sheer Finish	IGC8	2-35	A	0-42	8	5							<b>Kleenex (702 KC)</b>							
Shine Up	IGD9	3-47	A	0-62	12	5							25 case rate minimum	order direct						
skin tint	IGJ3	3-19	A	0-57	11	5							kitchen towels	1-77	D	0-10	2	0		
talc	IGK6	3-75	A	0-67	13	5							twin pack	(2doz)	2-61	D	0-19	3	9	
talc puffer	IG66	1-79	A	0-32	6	5							pretty patterns	(1½ doz)	2-61	D	0-19	3	9	
translucent powder													holders	(1½ doz)	2-65	D	0-10	2	0	
	IGD2	3-19	A	0-57	11	5							tissues 51lk Soft	(4doz)	2-21	D	0-14½	2	11	
wash off	IGG9	4-57	B	0-72	14	5							boutique	(2 doz)	3-20	D	0-07½	1	6	
<b>Galfer (489 Galen)</b>													handy	72	(6 doz)	3-65	D	0-13½	2	8
capsules	100	0-90ea	1-35	27	0															



	Trade	PT	Retail		
			£·p	s	d
<b>Kotex (702 KC)</b> 25 case rate minimum order direct					
sanitary towels					
size 0	10		2.07	0.11	2 3
size 1	5		3.45	0.07	1 5
size 2	12		5.15	0.14	2 10
New Freedom					
sanitary towels	12		2.95	0.16	3 2
hand cream					
Langdale's (728 Langdale)					
cinnamon essence			0.85	0.12	2 5
tablets			2.00	0.27	5 5
			3.35	0.45	9 0
			7.25	0.97½	19 6
			0.85	0.12	2 5
			3.35	0.45	9 0
			7.25	0.97½	19 6
<b>Largactil (971 P5MB) †s48</b> syrup 25mg/5ml					
125ml			0.16ea	0.24	4 9
1l			1.00ea	1.50	30 0
2l			1.90ea	2.85	57 0
tablets 10mg	50		0.12ea	0.18	3 7
25mg	500		0.86ea	1.29	25 10
50mg	50		0.18ea	0.27	5 5
100mg	500		1.42ea	2.13	42 7
	50		0.32ea	0.48	9 7
	500		2.70ea	4.05	81 0
	50		0.62ea	0.93	18 7
	500		4.98ea	7.47	149 6
<b>Libovax I (208 8W)</b> poultry vaccine					
2000 dose vial			2.89ea	3.40	68 0
1000 dose					
<b>Libovax 2 (208 BV)</b> poultry vaccine					
2000 dose vial			3.44ea	4.05	81 0
1000 dose					
<b>Lifebuoy (756 Lever)</b> soap toilet					
(6 doz)	8		3.047	0.06½	1 4
bath	8		3.141	0.10	2 0
family	8		2.114	0.13½	2 8
<b>Lilia (761 Lilia-White)</b> sanitary towels					
6			0.995	0.12½	2 6
12			0.785	0.08	1 7
12			1.405	0.14	2 10
<b>Lil-lets (761 Lilia-White)</b> regular					
10			1.21	0.12½	2 6
20			2.145	0.22½	4 6
super	10		1.315	0.14	2 9
super plus	20		2.39	0.25	5 0
	10		1.44	0.15	3 0
	20		2.625	0.27½	5 6
<b>Lillies of the Valley in Bloom (981 Picot)</b> perfume miniature					
oz			2.64	0.45	9 0
oz			4.68	0.80	16 0
oz			8.16	1.40	28 0
oz			26.88	4.60	92 0
<b>Limmits (1552 UL)</b> biscuits lemon & lime					
shortcake plain			1.99	0.22	4 5
chocolate			2.25	0.25	5 0
milk chocolate short-			2.165	0.28	5 7
cake			2.156	0.28	5 7
<b>Lobron (1333 WL)</b> anti-smoking pastilles					
5.04			0.63	12 7	
<b>Loxon (295 CM &amp; R)</b> premix 12 x 4oz					
<b>Lux (756 Lever)</b> toilet soap small					
(6 doz)	B		3.047	0.06½	1 4
large	B		3.141	0.10	2 0
<b>Lydrin (211 Butler)</b> 500ml			0.75ea	1.12½	22 6
2l			2.50ea	3.75	75 0
<b>Maalox (1080 Rorer)</b> Maalox (324 Crookes)					
<b>Macdonald (786 Macdonald)</b> household cotton wool					
4oz			0.925	0.11	2 2
100g			0.70	0.08½	1 8
200g			1.025	0.12½	2 6
400g			1.95	0.22	4 5
<b>Mafu (506 Gerhardt)</b> insecticide strip					
10			0.30ea	0.40	8 0
40			0.60ea	0.80	16 0
<b>Marigold (774 LR)</b> house gloves					
lightweight			1.26	0.16	3 3
house gloves					
Chic			1.67	0.21½	4 4
<b>Marina (786 Macdonald)</b> holdall					
56			2.26	0.39	7 9
holdalls			1.775	0.27½	5 6
No. 4					
face cloths			0.78	0.11	2 2
No. 33			1.09	0.15	3 0
<b>Mary Quant (876 MP)</b> eye wipers					
			1.85	0.33	6 7

	Trade	PT	Retail		
			£·p	s	d
<b>Mascetin (938 PD)</b> Maws (810 Maw) baby bathcare					
1.70	B		0.25	5 0	
<b>Max Factor (813 MF)</b> hand & body lotion					
large	3.565	A	0.60	12 0	
skin freshener					
large	3.20	A	0.54	10 9	
<b>McKintol (1355 Wigglesworth)</b> dandruff lotion 4oz					
1.15	A		0.20	4 0	
<b>Medihaler-bron (1061 Riker)</b> Mediject (615 H & M) †s48					
injection (vet.)					
100ml			0.40ea	0.54	10 10
500ml			0.97ea	1.30	26 0
<b>Medivet (615 H &amp; M) †s48</b> tablets (vet.)					
20	1.12ea		1.50	30 0	
<b>Meggeson (1333 Wh)</b> dyspepsia tablets					
50	0.90	B	0.14	2 9	
<b>Meggezones (1333 Wh)</b> pastilles					
1.00	8		0.15	3 0	
<b>Melolin XA (1155 S &amp; N)</b> dressings					
2 in x 2 in wrapped					
100	1.00ea		1.50	30 0	
4 in x 4 in wrapped					
100	2.20ea		3.30	66 0	
<b>Midamor (837 M5D)</b> tablets 5 mg.					
100	1.20ea		—	—	
<b>Midicel (938 PD)</b> tablets 4g (vet.)					
5					
<b>Migraleve (657 IL) †DDI</b> tablets (yellow pack)					
8	1.35	8	0.21	4 2	
(duo-pack)	12	2.572	0.40	8 0	
24	4.628	8	0.72	14 5	
<b>Milk of Magnesia (976 PL)</b> liquid medium					
2.06	8		0.27½	5 6	
tablets carton			0.435	0.06	1 2
strip & tube			—	—	
<b>Milo (883 Nestle)</b> 8oz			1.755	0.18	3 7
16oz			3.18	0.32	6 5
<b>Milton (1055 RM)</b> antiseptic sterilising					
unit			0.415ea	0.625	12 6
unit and infa-care only subject to tax					
<b>Minalka (255 Chembro)</b> diet supplement					
tablets	360	21.50	1.25	25 0	
(2doz)					
<b>Miners (876 MP)</b> aqua shadow					
3G82	0.81	A	0.14	2 10	
after shave	3G45	2.61	0.45	9 0	
bare make-up	3G06	1.45	0.25	5 0	
blushstick	3G88	1.45	0.25	5 0	
darker liner	3G24	0.87	0.15	3 0	
eyebrow pencil	3J18	0.58	0.10	2 0	
eye brush	3G19	0.99	0.15	3 0	
eye deal	3GA2	1.74	0.30	6 0	
eyelashes					
fakes, extra fakes			2.03	0.35	7 0
round, natty, flashy,					
lower, flighty			3.19	0.55	11 0
eye liner cake	3G79	0.87	0.15	3 0	
eye make-up remover					
3G64	0.99	A	0.17	3 5	
eye shadow applicator			0.99	0.15	3 0
eye shiner frosted					
3G65	1.45	A	0.25	5 0	
face fixers	3G81	1.45	0.25	5 0	
face shiner	3G01	0.99	0.17	3 5	
face wash	3GC3	1.12	0.17	3 5	
Glo	3G03	1.34	0.23	4 7	
hair colour shampoo					
3G38	1.34	B	0.23	4 7	
hair lacquer spray					
refill	3G35	0.70	0.12	2 5	
sachet	3A36	0.35	0.06	1 3	
remover shampoo					
3G41	0.66	B	0.10	2 0	
hair spray aerosol					
3G87	1.37	A	0.22	4 5	
3G86	0.93	A	0.15	3 0	
lip shiner	3G12	0.87	0.15	3 0	
lipsticks	3JA9	0.70	0.12	2 5	
swivel	3JA8	1.22	0.21	4 3	
make-up stick	3G74	1.45	0.25	5 0	
mascara block	3G30	0.87	0.15	3 0	
brush-on	3G25	1.45	0.25	5 0	
run-proof	3G51	1.45	0.25	5 0	
autobrush	3I26	1.45	0.25	5 0	
refill	3I27	0.99	0.17	3 5	
Lash-on-new	3I67	1.74	0.30	6 0	
refill	3I68	1.28	0.22	4 5	
matt shadow stick					
3I21	0.87	A	0.15	3 0	
nail lacquer	3G62	0.81	0.14	2 10	
frosted	3G54	1.34	0.23	4 7	
fruit drops	3GC2	0.70	0.12	2 5	
remover	3G16	0.75	0.13	2 7	
Panda Eyes	3GB9	1.80	0.32	6 5	
Pop (lip) stick	3I09	0.70	0.12	2 5	
3I57	1.22	A	0.21	4 3	

## PURCHASE TAX

A = 55%	C = 22%
B = 36½%	D = 13½%

		Trade	PT	Retail		
		£·p		£·p	s	d
powder shadow	3J22	0.87	A	0.15	3	0
Quick clean	3GC4	0.99	A	0.17	3	5
Rosy Cheeks rouge	3G80	0.99	A	0.17	3	5
shadow stick frosted	3J96	0.99	A	0.17	3	5
shiny liner	3G60	1.45	A	0.25	5	0
Smoothie	3G02	1.34	A	0.23	4	7
sun scene	3GB4	1.45	A	0.25	5	0
super liner	3J17	0.99	A	0.17	3	5
Tingle	3G49	0.99	A	0.17	3	5
Take Care	3GB3	0.85	A	0.15	3	0
tricktan	3GB5	1.34	A	0.23	4	7
Wild 5kin perfume	3J75	0.87	A	0.15	3	0
	3G71	2.61	A	0.45	9	0
<b>Mistol (255 Chembro)</b>						
drops plain		1.15	8	0.17	3	5
with ephedrine		1.15	B	0.17	3	5
aqueous		1.15	B	0.17	3	5
mist squeeze bottle		1.15	8	0.17	3	5
<b>Moduretic (837 MSD) †s48</b>						
tablets	100	3.15ea		—	—	
<b>Mu-Cron (657 IL)</b>						
liquid	100ml	1.68		0.21	4	2
<b>Musterole (255 Chembro)</b>						
		4.03	8	0.20	4	0
		(3 doz)				
<b>Myelobromol (117 8PL)</b>						
tablets 125mg	50	3.75ea	8	7.00	140	0
<b>Nature Boy (849 MML)</b>						
foot exercise sandals		1.83	pr	2.75	55	0
<b>Nature Child (849 MML)</b>						
foot exercise sandals						
flat wood soled		1.32	pr	1.99	39	10
low wedge heel		1.32	pr	1.99	39	10
low square heel						
(11-1)		1.43	pr	2.15	43	0
(2-5)		1.49	pr	2.25	45	0
low wedge heel						
Sabot		1.66	pr	2.49	49	10
<b>Nature Girl (849 MML)</b>						
foot exercise sandals						
low wedge heel		1.66	pr	2.49	49	10
high square heel		1.83	pr	2.75	55	0
high wedge heel		1.83	pr	2.75	55	0
wedge heel Sabot		2.33	pr	3.49	69	10
flexible sandals						
low wedge heel		1.83	prD	2.99	59	10
<b>Neo-Cytamen (518 Glaxo)</b>						
veterinary ampoules						
'250' 10 ml						
<b>Neomin (518 Glaxo)</b>						
elixir						
<b>Nescafe (883 Nestle)</b>						
sachets	72	4.275		—	—	
		(2 doz)				
1oz		8.16		—	—	
		(8 doz)				
2oz		7.815		—	—	
		(4 doz)				
4oz		7.31		—	—	
		(2 doz)				
8oz		6.975		—	—	
		(1 doz)				
blend 37	2oz	4.84		—	—	
		(2 doz)				
	4oz	9.28		—	—	
		(2 doz)				
<b>Nilstim (1568 Trentham)</b>						
tablets	250	1.00ea		1.50	30	0
<b>No-del (1091 Rybar)</b>						
1oz		1.50	B	0.24	4	10
<b>Nohaesa (221 Camden)</b>						
suppositories	50	—		—	—	
<b>Norinyl-I (1584 Syntex)</b>						
tablets multi-pack	6×21	1.72ea		2.58	51	6
<b>Nosmo (78 A5 &amp; Co)</b>						
<b>Nujol (255 Chembro)</b>						
small		1.54	B	0.23	4	7
large		2.69	B	0.40	8	0
<b>Nurse Webster's (904 NW)</b>						
complexion milk		—	A	0.87½	17	6
depilatory aerosol		—	A	1.05	21	0
face pack		—	A	0.80	16	0
Lan-o-lash		—	A	0.42½	8	6
Lan-o-nail		—	A	0.42½	8	6
night cream		—	A	0.87½	17	6
orange skin food		—	A	0.87½	17	6
super cleansing cream		—	A	0.70	14	0
<b>Nutrinail (485 Fulford)</b>						
complete		1.69	A	0.29	5	10
refill		1.17	A	0.20	4	0
<b>Nystaform-HC (1460 Dome) T5</b>						
cream	30g	0.90ea		1.35	27	0
<b>Okasa (325 C-A)</b>						
tonic tablets	48	7.20		0.90	18	0
	96	11.935		1.49	29	10
	288	30.00		3.75	75	0
<b>Omnipid (656 IFA)</b>						
foot cushions	pair	7.37		0.89	17	10
renewal bandage		1.49		0.18	3	7
shoe cushion						
ladies	pair	10.35		1.25	25	0
gent's		12.30		1.50	30	0



	Trade	PT	Retail				Trade	PT	Retail				Trade	PT	Retail		
			£·p	£·p	s d				£·p	£·p	s d				£·p	£·p	s d
<b>Opa's (1335 Wigglesworth)</b>																	
powder	2oz	0.525	B	0.09	1 9												
	4oz	0.90	B	0.15	3 0												
	8oz	1.425	B	0.24	4 9												
tablets	33	0.66	B	0.11	2 2												
	66	1.08	B	0.17½	3 6												
	99	1.56	B	0.26	5 2												
<b>Optone (690 Keldon)</b>																	
eye drops	small	1.745	B	0.24½	4 11												
<b>Optrex (690 Keldon)</b>																	
eye lotion	small	1.51	B	0.21	4 3												
	large	2.13	B	0.30	6 0												
	family	3.905	B	0.55	11 0												
	with bath	1.625	B	0.23	4 7												
ointment		1.20	B	0.15	3 0												
lens cloth		0.565		0.07	1 5												
<b>Orap (666 Janssen)</b>																	
tablets 2mg	100	4.30ea															
	500	20.30ea															
<b>Orderlies (1053 Rexall)</b>																	
<b>Ornivite (718 LAB)</b>																	
vitamin bird seed		1.125		0.15	3 0												
<b>Outdoor Girl (876 MP)</b>																	
Aqua Shadow	2JD4	0.87	A	0.15	3 0												
Blush-a-by-Baby																	
	2GD8	2.03	A	0.35	7 0												
body lotion	2GE6	1.45	A	0.25	5 0												
bubble bath	2GE8	2.30	B	0.35	7 0												
Dewy Centres		2.03	A	0.35	7 0												
eye brush	2J19	0.99	B	0.15	3 0												
eye colour collection		2.15	A	0.37	7 5												
eyelashes																	
Superlash, Partylash,																	
Featherlash, More-																	
lash Batwings, lower																	
lashes, underlash		3.43	A	0.59	11 10												
Bambi		3.72	A	0.64	12 10												
adhesive	2G92	1.05	A	0.18	3 7												
eye lustre liner	2G63	1.45	A	0.25	5 0												
eyeliner	2J55	0.87	A	0.15	3 0												
eye make-up remover																	
pads	2A58	1.05	A	0.18	3 7												
eye pencil	2J22	0.87	A	0.15	3 0												
luxury	2J23	1.45	A	0.25	5 0												
eye shadow brush																	
	2GD6	1.19	A	0.18	3 7												
eye shadow pressed		0.87	A	0.15	3 0												
brush-on	2G31	1.45	A	0.25	5 0												
stick	2J21	0.87	A	0.15	3 0												
goldrush stick	2J95	0.87	A	0.15	3 0												
eye shadower	2I86	1.19	B	0.18	3 7												
finger nails	2G93	2.90	A	0.50	10 0												
polish remover	2G99	0.58	A	0.10	2 0												
Finishing Touch																	
	2GD7	2.03	A	0.35	7 0												
Glow on	2JA4	0.87	A	0.15	3 0												
Golden Girl																	
double cleanse		2.03	A	0.35	7 0												
double cream		2.03	A	0.35	7 0												
double life		2.03	A	0.35	7 0												
Perfect Touch		1.74	A	0.30	6 0												
powder loose		1.16	A	0.20	4 0												
Shimmer 5 Shadows		1.45	A	0.25	5 0												
Silk Finish	2GA2	1.34	A	0.23	4 7												
Touch of Colour		1.74	A	0.30	6 0												
hair lacquer refill																	
	2G37	0.58	A	0.10	2 0												
hair spray	3G39	0.93	A	0.15	3 0												
	2GD9	1.50	A	0.24	4 10												
hand cream	2GA9	0.58	A	0.10	2 0												
lipstick																	
New Trend	2J11	0.75	A	0.13	2 7												
large	2J12	1.34	A	0.23	4 7												
Pearly	2J13	1.34	A	0.23	4 7												
	2J14	0.75	A	0.13	2 7												
Gold Rush	2JD2	0.75	A	0.13	2 7												
	5J94	1.34	A	0.23	4 7												
liquid shadow																	
pearly	2G70	1.45	A	0.25	5 0												
Magic Touch	2G05	1.34	A	0.23	4 7												
mascara block	2G24	0.87	A	0.15	3 0												
liquid	2G65	1.45	A	0.25	5 0												
fibre	2G27	1.16	A	0.20	4 0												
Brush Curl-on	2J32	1.45	A	0.25	5 0												
refill	2JA7	0.87	A	0.15	3 0												
Marvelash	2G28	2.03	A	0.35	7 0												
refill	2G29	1.45	A	0.25	5 0												
moisture cream	2G47	1.45	A	0.25	5 0												
nail hardener	2GC1	1.16	A	0.20	4 0												
nail polish	2G59	0.87	A	0.15	3 0												
super whipped	2G60	1.45	A	0.25	5 0												
remover	2G18	0.75	A	0.13	2 7												
over 30 cream	2G47	1.45	A	0.25	5 0												
rouge dry	2G07	0.87	A	0.15	3 0												
Silk Touch	2G03	1.05	A	0.18	3 7												
skin perfume	2GE3	2.85	A	0.49	9 10												
Starryeyes	2G33	1.45	A	0.25	5 0												
sun sheen	2GD1	1.74	A	0.30	6 0												
talcum	2GE4	1.45	A	0.25	5 0												
Tanfastic	2G49	1.45	A	0.25	5 0												
	2G62	2.32	A	0.40	8 0												
Total Finish	2G56	1.45	A	0.25	5 0												
<b>Paddi (1073 Robinson)</b>																	
garment		3.416		0.40	8 0												
ex. large		3.634		0.42½	8 6												
nappy liners	25	1.067		0.13½	2 8												
nappy rolls disposable		1.166		0.12½	2 6												
pads	10	1.125		0.12	2 5												
	30	3.15		0.34	6 9												
pleats		1.20		0.13	2 7												
<b>Pagan (981 Picot)</b>																	
eau de toilette	42cc	4.68	A	0.80	16 0												
	84cc	8.16	A	1.40	28 0												
perfume miniature	2.64	0.45	A	0.45	9 0												
	1oz	4.68	A	0.80	16 0												
	½oz	8.16	A	1.40	28 0												
	1oz	26.88	A	4.60	92 0												
<b>Panaleve (1335 Wigglesworth)</b>																	
elixir	56ml	1.30		0.16	3 3												
	114ml	—		—	—												
<b>Panets (690 Keldon)</b>																	
tablets	10	0.79		0.09	1 9												
<b>Parke-Davis (938 PD)</b>																	
vaccines																	
catarrh 1ml and																	
25ml		—		—	—												
<b>Parozone (671 Jeyes) existing entry</b>																	
<b>Parozone (671 Jeyes)</b>																	
	570ml	0.655		0.07	1 5												
	II	0.94		0.0													



	Trade	PT	Retail		
			£·p	s	d
<b>Roxy (555 Haffenden)</b>					
rubber gloves	1.57	D	0.22	4	5
super	1.94	D	0.27	5	5
<b>Safoin (63 Arnold)</b>					
colour gloss oil	0.30	A	0.61½	12	4
glamour hair rinse	0.30	A	0.61½	12	4
skin & hair bleach	—	—	—	—	D
white henna	—	—	—	—	D
<b>Sanibriefs (339 CG)</b>					
small, med or large	3.225	D	0.41½	8	4
outsized	3.97	D	0.51½	10	3
<b>Sanilav (671 Jeyes)</b>					
440g	0.96		0.10	2	0
770g	1.58		0.16	3	3
<b>Sanipants (339 CG)</b>					
small, med or large	3.325	D	0.43	8	7
outsized	4.375	D	0.52½	10	6
<b>Sanoid (339 CG)</b>					
baby cream	1.279	B	0.20	4	0
powder	114g	0.91	B	0.14	2 10
270g	1.60	B	0.25	5	0
1.00	0.12½		2	6	
dusting powder	0.891	A	0.15½	3	1
first aid outfits	A45	0.416ea	0.63	12	7
sports	A103	3.625ea	5.44	108	10
refill	A103R	2.70ea	4.05	81	0
sports	A85M	4.00ea	6.00	120	0
works 1-10	A135W	3.10ea	—	—	—
refill	A135R	1.275ea	—	—	—
works 1-50	A136W	4.375ea	—	—	—
refill	A136R	2.45ea	—	—	—
works over 50	A137W	6.125ea	—	—	—
refill	A137R	4.35ea	—	—	—
transport	A151M	2.70ea	—	—	—
refill	A151R	1.75ea	—	—	—
office, shops and					
railway premises	A12	0.75ea	1.13	22	6
refill	A12R	0.675ea	—	—	—
refill	A13	1.35ea	2.03	40	7
refill	A13R	1.237ea	—	—	—
refill	A14	3.175ea	4.76	95	3
refill	A14R	1.375ea	—	—	—
refill	A15	3.437ea	5.15	103	0
refill	A15R	2.237ea	—	—	—
refill	A16	4.40ea	6.60	132	0
refill	A16R	2.237ea	—	—	—
refill	A17	6.25	9.38	187	6
refill	A17R	3.650ea	—	—	—
farms outfit A	A20	0.787ea	1.18	23	7
refill	A20R	0.625ea	0.96	19	2
outfit B	A21	1.175ea	1.76	35	3
refill	A21R	1.05ea	1.58	31	6
<b>ileo-colostomy bags</b>					
sealed one end					
12 x 5	0.408	—	—	—	—
18 x 5	0.437	—	—	—	—
12 x 4	0.383	—	—	—	—
18 x 4	0.408	—	—	—	—
sealed both ends					
12 x 5	0.437	—	—	—	—
12 x 4	0.408	—	—	—	—
18 x 5	0.462	—	—	—	—
18 x 4	0.437	—	—	—	—
sponge bag	0.758	0.11½	2	3	
baby powder					D
baby pants					D
<b>Satin Flow (813 MF)</b>					
large	2.835	A	0.48	9	7
<b>Satura (385 DG)</b>					
cleansing cream	0.375ea	A	0.79	15	9
<b>Schacht (1220 CT)</b>					
ileostomy appliance	2.24ea		2.80	56	0
colostomy appliance	2.08ea		2.60	52	0
spares					
elastic belt	0.44ea		0.55	11	0
foam sponge ring	0.08ea		0.10	2	0
plastic flange ring	0.40ea		0.50	10	0
plastic locking ring	0.40ea		0.50	10	0
polythene bags					
colostomy	100	0.68ea	0.85	17	0
ileostomy	100	0.84ea	1.05	21	0
<b>Scrubbbs (671 Jeyes)†</b>					
ammonia	1.22		0.13	2	7
<b>Selto (1125 Selto)</b>					
dental salt	55g	0.95	B	0.14	2 9
83g	1.30	B	0.19	3	10
<b>Serenace (1121 Searle) †s4B</b>					
ampoules 3mg/ml	10	1.50ea	2.25	45	0
50	6.80ea		10.30	204	0
<b>Seven Seas (176 BCLCO)</b>					
(distributors 810 Maw)					D
<b>Sheer Genius (813 MF)</b>					
powder cream large	2.665	A	0.45	9	0
<b>Sheridans (1580 Sheridan)</b>					
theatrical cold cream	3.00		0.37½	7	6
<b>Silcot (786 Macdonald)</b>					
sanitary towels wool					
size 0	12	1.315	0.14	2	10
1	6	0.81	0.09	1	9
1	12	1.475	0.16	3	2
2	12	1.705	0.18½	3	8
3	12	1.94	0.21	4	2
4	12	2.325	0.25	5	0
soluble					
size 1	6	0.76	0.08	1	7
12	1.32	0.14	2	9	

	Trade	PT	Retail		
			£·p	s	d
<b>Silsan (786 Macdonald)</b>					
sanitary towels					
size 1	6	0.74	0.08	1	7
2	12	1.325	0.14	2	10
soluble					
size 1	6	0.76	0.08	1	7
12	1.32	0.14	2	9	
<b>Skels (1152 SK)</b>					
diabetic chocolate					
bar					
plain, milk, hazel,					
nut	1.12	C	0.07½	1	6
(2 doz)					
<b>Sleek (1155 S &amp; N)</b>					
plastic strapping					
1 x 2½yd SK12X	0.76		0.09	1	10
1 x 5yd SK15	1.285		0.15½	3	1
2 x 5yd SK25	2.115		0.25	5	0
3 x 5yd SK35	2.79		0.34	6	9
<b>Sno-Drops (786 Macdonald)</b>					
cotton wool balls	50	0.60	0.07½	1	6
<b>Somnos (837 MSD)</b>					
elixir	100ml	1.00	B	0.15½	3 1
<b>Spillers (1172 Spillers)</b>					
Kattomeat	handy	2.17	C	0.06½	1 4
(4doz)					
Kennomeat	handy	2.17	C	0.06½	1 4
(4doz)					
large	2.07	C	0.12½	2	6
(2doz)					
<b>Stag (1053 Rexall)</b>					
shampoo					D
spin top deodorant					D
<b>Stemetil (971 P5MB)†s4B</b>					
syrup	125ml	0.20ea	0.30	6	0
forte	125ml	0.46ea	0.69	13	9
11	3.06ea		4.59	91	9
tablets 5mg	250	1.26ea	1.89	37	9
1000	4.98ea		7.47	149	5
25mg	50	0.70ea	1.05	21	0
500	6.12ea		9.18	183	7
<b>Stergene (382 Domestos)</b>					
(1½ doz)	2.193		0.14	2	9
<b>Suede (981 Picot)</b>					
eau de toilette	42cc	4.68	A	0.80	16 0
84cc	8.16	A	1.40	28	0
perfume miniature	3.22	A	0.55	11	0
½oz	5.85	A	1.00	20	0

## PURCHASE TAX

B = 36½% D = 13½%  
A = 55% C = 12%

<b>Suleo (671 Jeyes)</b>					
emulsion	1.02	B	0.15	3	0
shampoo	1.28	B	0.19	3	9
<b>Sure Shield (549 Guest)</b>					
laxative fruit flavour	0.97	B	0.16	3	3
<b>Sweetex (751 LL)</b>					
tablets	500	2.00	0.22	4	5
2000	6.65	0.73	14	7	
<b>Syrup Pulmonaria Co (78 A5 &amp; Co) †DDI</b>					
dp 500ml	0.53ea		—	—	—
21	1.50ea		—	—	—
<b>Tabac Original (961 EGP)</b>					D
<b>Tabac Original (443 Eylure)</b>					I
<b>Tabloid (208 BW)</b>					
cyclobarbitone					
200mg 100					D
500	—		—	—	D
<b>hexoestrol (vet.) 1000</b>					D
<b>Tenuate Dospan (838 Merrell) †s4B</b>					
tablets	25	0.38ea	0.57	11	3
15	—		—	—	D
<b>Terramycin (969 Pfizer)</b>					D
vaginal tablets					
<b>Tetracycl-SF (969 Pfizer)</b>					D
capsules 16					
<b>Thawpitt (1480 Izal)</b>					
naphthalene moth					
balls	0.99		0.11	2	3
Spotkleeners	2.70		0.15	3	0
(2doz)					
<b>The Blue Train (981 Picot)</b>					
eau de toilette	42cc	4.68	A	0.80	16 0
84cc	8.16	A	1.40	28	0
perfume miniature	2.64	A	0.45	9	0
½oz	4.68	A	0.80	16	0
1oz	8.16	A	1.40	28	0
2oz	26.88	A	4.60	92	0
<b>Thermoid (339 CG)</b>					
cream	42g	1.20	B	0.19	3 9
<b>Thymo Ephedrine (78 A5 &amp; Co) †</b>					
dp 500ml	0.55ea		—	—	—
21	1.75ea		—	—	—
<b>Tolseram (1175 Squibb)</b>					D
<b>Transol (1154 5NP)</b>					
solution	50ml	0.40ea	0.56	11	2
<b>Trasylol (452 FBA)</b>					
ampoules					
100,000 k.i.u.					
10ml x 5	25	13.18ea	19.77	395	3
25,000 k.i.u.		59.06ea	88.59	1771	9

	Trade	PT	Retail		
			£·p	s	d
<b>Travla (761 Lilia- White)</b> compressed sanitary towels	2.64 (1 gross)		0.02½		6
<b>Trimetts (1552 UL)</b> beefburger savouries	2.25		0.25	5	0
crunch cakes	1.275		0.14	2	10
turkey sandwich	1.99		0.25	5	0
<b>Trufood (1249 Trufood)</b> comminuted chicken meat 110g	3.40		0.20	4	0
<b>Tums (506 Gerhardt)</b> single roll pack	0.42	B	0.07	1	5
3 roll pack	1.14	B	0.17	3	5
carton	3.00	B	0.44	8	10
<b>Ultradil (1479 5CL) T5</b> cream plain 50g	0.60ea		0.90	18	0
ointment plain 50g	0.60ea		0.90	18	0
<b>Ung. betula and mustard green (211 Butler)†</b>					
<b>Uniflu (1367 Unigreg) existing entry</b>					D
<b>Uniflu (1367 Unigreg)†</b> tablets plus Gregovite C					I
composite packs 12	0.175ea		0.26	5	3
24	0.31ea		0.46	9	3
<b>Unigest (1367 Unigreg)</b> capsules 12	0.18ea	D	0.34	6	11
dp120	1.54ea		—	—	
<b>Unioptal (117 BPL)</b>					D
<b>Valium (1074 Roche) †s4B</b> ampoules 20mg/4ml	10	1.35ea	2.02½	40	6
<b>Veganin (1310 WW) †DDI</b> tablets 100	0.775	B	0.12	2	5
<b>Vibrona (400 JD &amp; B)</b> tonic wine bottle	9.05		0.92½	18	6
half bottle	4.825		0.50	10	0
<b>Viscopaste (1155 S &amp; N)</b> bandage BPC					
3½ × 6yd	2.20		0.26	5	2
P.B.7 3½ × 6yd	2.20		0.26	5	2
<b>Visor (78 A5 &amp; Co)</b> tablets 20	1.20	B	0.19	3	10
100 & 250	—		—	—	D
<b>Wander (1303 Wander)</b> diabetic chocolate					
drink 1lb	2.93		0.33	6	7
milk assortment	1.74	C	0.23	4	7
chocolate bars plain, milk & nut milk	0.97	C	0.13	2	7
<b>Waymaster (999 PEC) existing entry</b>					
<b>Waymaster (999 PEC)</b> baby weigher					I
196P/PK/PD	13.55ea	D	22.14	442	10
dietary scales					
8ND/DK	1.14ea	D	1.71	34	2
personal scales					
218/2/2A/2K	3.20ea	D	5.24	104	10
618/A/K	2.74ea	D	4.48	89	7
920/A/K	1.75ea	D	2.87	57	5
820/A/K	3.60ea	D	5.88	117	8
<b>Wella (1318 Wella)</b> herbal creme rinse					
sachet	1.49 (4 doz)	A	0.06½	1	4
bottle	2.27	A	0.39	7	10
<b>Wellcome (208 BW)</b> gas - gangrene anti- toxin mixed ampoule	2.60ea		3.90	78	0
<b>Westmacott's (1233 Westmacott)</b> ear drops	1.15	B	0.17½	3	6
<b>White's Dr. (761 Lilia-White)</b> Koronet briefs	2.64	D	0.32½	6	6
pads	1.04		0.11	2	2
sanitary belts	0.995	D	0.12½	2	6
towels 0	1.38		0.14	2	10
1	1.45		0.15	3	0
2	1.65		0.17½	3	6
3	1.76		0.18½	3	8
E1	0.765		0.08	1	7
<b>Wilkinson (1339 Wilkinson)</b> New Sword blades 10	6.05 (25 pkts)	B	0.43½	8	8
<b>Williams, Dr. (485 Fulford)</b> pink pills	1.19 2.42		0.14 0.29	2 5	10 10
<b>Winlam (615 H &amp; M)</b> drench (vet.)	0.22ea	B	0.40	8	0
<b>Wright's (1351 WLU)</b> coal-tar soap	1.67 (3doz)	B	0.07½	1	6
bath	1.74 (2doz)	B	0.11½	2	4
giant	1.24 (2doz)	B	0.16½	3	4
lemon soap	1.34	B	0.08½	1	8
sandalwood soap					
bath	1.34 (2doz)	B	0.08½	1	8
<b>Yaxa (366 Dendron)</b> anti-perspirant super dry	3.21	A	0.52	10	5



	Trade	PT	Retail			
			£.p	s	d	
estamin (1246 TYE) existing entry						D
estamin (1246 TYE)						I
powder	8oz	2.20	0.27½	5	6	
	16oz	3.30	0.40	8	0	
tablets	50	0.90	0.11	2	3	
	100	1.36	0.17	3	4	
	300	3.00	0.37½	7	6	
plus paracetamol	20	1.00	0.15	3	0	
	50	2.20	0.30	6	0	
outhexa (63 Arnold) existing entry						D
outhexa (63 Arnold)						I
after-hair lotion	0.30ea	A	0.61½	12	4	
astringent cream	0.30ea	A	0.61½	12	4	
	0.50ea	A	1.02½	20	6	
cleansing cream	0.30ea	A	0.61½	12	4	
	0.50ea	A	1.02½	20	6	
easy hair tint	0.30ea	A	0.61½	12	4	
eyelash tonic cream	0.26ea	A	0.53½	10	8	
hair Grolair	0.30ea	A	0.61½	12	4	
hair tinting crayon	0.26ea	A	0.53½	10	8	
hair remover stick	0.26ea	A	0.53½	10	8	
pine shampoo	0.18ea	B	0.33½	6	8	
powderstone hair						
eraser	0.50ea	A	1.02½	20	6	
skin food	0.30ea	A	0.61½	12	4	
	0.50ea	A	1.02½	20	6	
wrinkle	0.30ea	A	0.61½	12	4	
	0.50ea	A	1.02½	20	6	
anthine (1455 Lister)						
tablets	1.20		0.15	3	0	
off (1155 S & N)						
plaster remover	908	0.76	0.09	1	10	
	909	4.31	0.51	10	2	
opla (754 Leslie)						
elastic adhesive bandage						
½in x 3yd	1.04		0.12	2	5	
1in x 3yd	1.44		0.17	3	4	
1½in x 3yd	1.90		0.22	4	5	
2in x 3yd	2.43		0.28	5	8	
2½in x 3yd	2.96		0.35	6	11	
3in x 3yd	3.50		0.41	8	2	
4in x 3yd	4.50		0.53	10	6	
elastic extension						
strapping						
½in x 1yd	0.43		0.05	1	0	
1in x 1yd	0.67		0.08	1	7	
2in x 1yd	1.03		0.12	2	5	
2½in x 1yd	1.18		0.14	2	9	
3in x 1yd	1.37		0.16	3	3	
½in x 3yd	1.04		0.12	2	5	
1in x 3yd	1.44		0.17	3	4	
1½in x 3yd	1.90		0.22	4	5	
2in x 3yd	2.43		0.28	5	8	
2½in x 3yd	2.96		0.35	6	11	
3in x 3yd	3.50		0.41	8	2	
4in x 3yd	4.50		0.53	10	6	
felts compressions						
soft very thin ½in						D
½yd	1.13ea		1.57	31	6	D
thin ½in or ¾in						D
½yd	1.64ea		2.29	45	10	D
med. ½in or ¾in						D
½yd	2.20ea		3.08	61	7	D
thick ¾in or 1in						D
½yd	2.75ea		3.85	77	0	D
semi-compressed						
very thin ½in						D
½yd	1.30ea		1.82	36	5	D
thin ½in or ¾in						D
½yd	1.90ea		2.66	53	3	D
med. ½in or ¾in						D
½yd	2.50ea		3.50	70	0	D
thick ¾in or 1in						D
½yd	3.15ea		4.41	88	3	D
compressed						
very thin ½in						D
½yd	1.44ea		2.01	40	3	D
thin ½in or ¾in						D
½yd	2.05ea		2.87	57	5	D
med. ½in or ¾in						D
½yd	2.80ea		3.92	78	5	D
thick ¾in or 1in						D
½yd	3.40ea		4.76	95	3	D
felts, small pieces soft						
or semi-compressed						
thin small 4in x 3½in	0.90		0.10	2	1	
med. 4in x 3in	0.90		0.10	2	1	
thick 3in x 3in	0.90		0.10	2	1	
thin large 6in x 6in	1.80		0.21	4	2	
med. 6in x 4½in	1.80		0.21	4	2	
thick 4in x 4½in	1.80		0.21	4	2	
med. unspread						
4in x 3in	0.73		0.09	1	9	
felt pads, soft, semi-						
compressed or com-						
pressed						
O.S. oval (2½ x 2½)						
thin ½in	2.53		3.55	71	0	
	(lgross)		(lgross)	(lgross)		
thick ½in	3.19		4.47	89	5	
	(lgross)		(lgross)	(lgross)		
long oval (3½ x 2)						
thin ½in	2.85		4.00	79	11	
	(lgross)		(lgross)	(lgross)		
thick ½in	3.69		5.16	103	3	
	(lgross)		(lgross)	(lgross)		

	Trade	PT	Retail			
			£.p	s	d	
extra large oval						
(2½ x 1½)						
thin ½in	2.20		3.08	61	7	
	(lgross)		(lgross)	(lgross)		
thick ¾in	2.85		4.00	79	11	
	(lgross)		(lgross)	(lgross)		
heart shaped (2 x 1½)						
thin ½in	1.70		2.39	47	9	
	(lgross)		(lgross)	(lgross)		
thick ¾in	2.20		3.08	61	7	
	(lgross)		(lgross)	(lgross)		
extra large oval						
(2½ x 1½)						
thin ½in	1.82		2.55	50	11	
	(lgross)		(lgross)	(lgross)		
thick ¾in	2.31		3.24	64	9	
	(lgross)		(lgross)	(lgross)		
large oval (2½ x 1½)						
thin ½in	1.70		2.39	47	9	
	(lgross)		(lgross)	(lgross)		
thick ¾in	2.20		3.08	61	7	
	(lgross)		(lgross)	(lgross)		
large round (2½in dia.)						
thin ½in	2.42		3.79	67	10	
	(lgross)		(lgross)	(lgross)		
thick ¾in	3.08		4.31	86	3	
flesh foamed latex						
thin 1yd x 18in	1.48yd		2.07	41	5	
med. 1yd x 18in	1.93yd		2.70	53	11	
plain thin 1yd x 18in	1.23yd		1.72	34	4	
med. 1yd x 18in	1.65yd		2.31	46	3	
fleecy weblight material						
16in wide 1yd	1.00ea		1.40	28	0	
Foam-O-Felt						
thin ½in	1.60yd		2.24	44	10	
med. ½in	1.93yd		2.70	53	11	
moleskin 7in x 1yd	4.00		0.47	9	4	
12in x 5yd	2.38ea		3.33	66	8	
Polyfoam						
thin ½in	1.20yd		1.68	33	7	
med. ½in	1.59yd		2.23	44	6	
plain thin ½in	0.86yd		1.20	24	0	
med. ½in	1.31yd		1.84	36	9	
Silcofoam						I
thin 1yd x 18in	1.10yd		1.54	30	10	
med. 1yd x 18in	1.46yd		2.05	41	0	
thick 1yd x 18in	1.83yd		2.55	51	1	
sponge rubber						
per yard x 18in						
½in thick	1.54ea		2.16	43	2	
¾in thick	2.04ea		2.86	57	2	
1in thick	2.68ea		3.75	75	1	
per ½yd x 18in	—		—	—	—	D
per ¼yd x 18in	—		—	—	—	D
per box 3 pieces						
3½in x ½in x 6in	0.30ea		0.42	8	4	

	Trade	PT	Retail			
			£.p	s	d	
unspread per box, 3						
pieces						
3½in x 6in x ¾in	0.26ea		0.36	7	3	D
spread flexible cloth	—		—	—	—	D
straps 18in long	—		—	—	—	D
stockinettes						
12in wide 1yd	0.80ea		1.12	22	5	
Swan foam						
thin 1yd x 18in	1.25yd		1.75	35	0	
med. 1yd x 18in	1.67yd		2.35	46	11	
plain thin 1yd x 18in	1.07yd		1.50	29	11	
med. 1yd x 18in	1.44yd		2.01	40	3	
zinc oxide plaster						
5yd x ½in	0.83		0.10	1	11	
½in NH5	1.04		0.12	2	5	
¾in	1.39		0.16	3	3	
1in NH5	1.54		0.18	3	7	
1½in	2.05		0.24	4	10	
2in NH5	2.59		0.30	6	0	
2½in	2.84		0.33	6	8	
3in NH5	3.50		0.41	8	2	
4in	4.13		0.48	9	8	
10yd x ½in	1.33		0.15	3	1	
½in	1.54		0.18	3	7	
¾in	1.90		0.22	4	5	
1in	2.42		0.28	5	8	
1½in	3.15		0.37	7	4	
2in	4.10		0.48	9	7	
2½in	5.16		0.60	12	1	
3in	5.70		0.67	13	4	
4in	7.35		0.86	17	2	

# AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

- 293 Cooper=James Cowper Ltd., 5 Station Road, Reading, RG1 1LG. Reading 451825.
- 311 C=Cox-Continental Ltd, Galen House, Artex Avenue, Rustington, Sussex. Rustington 71951.
- 443 Eylure=Eylure Ltd, Grange Industrial Estate, Llanfrechfa Way, Cwmbran, Monmouthshire. Cwmbran 66611.
- 614 Hoechst=Hoechst Pharmaceuticals Ltd, Hoechst House, Salisbury Road, Hounslow, Middlesex. 01-570 7712.
- 904 NW=Nurse Webster, 4 Woodchurch Road, London, N.W.6. 01-328 4043.
- 1098 Sandoz=Sandoz Products Ltd., 41 Upper Grosvenor Street, London W1X 0AL. 01-629 5011.
- 1314 Weddel=Weddel Pharmaceuticals, 14 West Smithfield, London, EC1A 9HY. 01-248 6411.
- 1378 Con Phar.=Continental Pharma Ltd., 169 Regent Street, London, W1R 8HF. 01-734 7495.
- 1505 Sadler=Sadler Cosmetics Ltd., Water Lane Industrial Estate, Storrington nr. Pulborough, Sussex. Storrington 3377.

## THIS WEEK'S CHANGES

<b>Alberto-Culver (1437 ACC)</b>						
VO5 hair spray	75g	2.05	A	0.34	6	9
	130g	2.89	A	0.48	9	7
	220g	4.22	A	0.70	14	0
<b>Alkadonna (228 Carlton)</b>						
tablets	60	0.19 <sup>ea</sup>	B	—	—	A
	500	1.37 <sup>ea</sup>	—	—	—	—
	1000	2.63 <sup>ea</sup>	—	—	—	—
<b>Ban (761 Lilia-White)</b>						
		—	—	—	—	D
<b>Bartlett's (477 AF &amp; B)</b>						
eyebrow pencils		0.365	A	0.06	1	3
nail white pencils		0.365	A	0.06	1	3
<b>Brands (1114 SEF)</b>						
essence of beef		2.208		0.24	4	9
<b>Carmycin (228 Carlton)</b>						
suspension	500ml	1.50 <sup>ea</sup>	—	—	—	●
	450ml	—	—	—	—	D
<b>Co-tabs (331 C)</b>						
<b>Cuticura (1491 Cuticura) existing entry</b>						
<b>Cuticura (1491 Cuticura)</b>						
hand cream	50g	1.13	A	0.19	3	10
	100g	1.67	A	0.28	5	7
medicated liquid	78g	1.48	B	0.22	4	5
ointment	25g	0.86	B	0.13	2	7
	64g	1.48	B	0.22	4	5
shave foam	198g	2.19	B	0.32	6	5
shaving stick		1.29	B	0.19	3	10
refill		0.73	B	0.11	2	3
soap	85g	0.63	B	0.09 <sup>1/2</sup>	1	11
	128g	0.92	B	0.13 <sup>1/2</sup>	2	8
	80g	0.93	A	0.16	3	3
talcum	120g	1.35	A	0.23	4	7
<b>Drapolene (218 Calmic)</b>						
	55g	1.60		0.2	4	0
<b>Elle (325 C-A)</b>						
aerosol budget	60g	1.78	A	0.28	5	7
<b>FDS (1437 ACC)</b>						
deodorant aerosol		2.24	A	0.37	7	5
<b>Femfresh (325 C-A)</b>						
bath foam		2.60	B	0.39	7	10
<b>Gala of London (876 MP)</b>						
eye liqui tints		2.35	A	0.42	8	5
mascara liqui lash		3.75	A	0.67	13	5



# INTER-ALIA

## GENERIC

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(Phenylbutazone B.P.)	200 mg. ....	8/- (£0.40p.)	..15/6 (£0.78p.)	.. 30/2 (£1.51p.)
<b>IA-LOXIN</b> .....	250 mg. ....	26/- (£1.30p.)	..51/- (£2.55p.)	..100/- (£5.00p.)
(Oxytetracycline B.P.)				
<b>IA-PEN</b> .....	125 mg. ....	22/- (£1.10p.)	..43/- (£2.15p.)	.. 85/- (£4.25p.)
(Penicillin V. B.P.)	250 mg. ....	43/- (£2.15p.)	..85/- (£4.25p.)	..160/- (£8.00p.)
<b>IA-PRAM</b> .....	25 mg. ....	14/6 (£0.73p.)	..28/- (£1.40p.)	.. 55/6 (£2.78p.)
(Imipramine B.P.)				
<b>IN-SONE</b> .....	1 mg. ....	4/- (£0.20p.)	.. 7/- (£0.35p.)	.. 13/5 (£0.67p.)
(Prednisone B.P.)	5 mg. ....	11/6 (£0.58p.)	..22/6 (£1.13p.)	.. 44/5 (£2.22p.)



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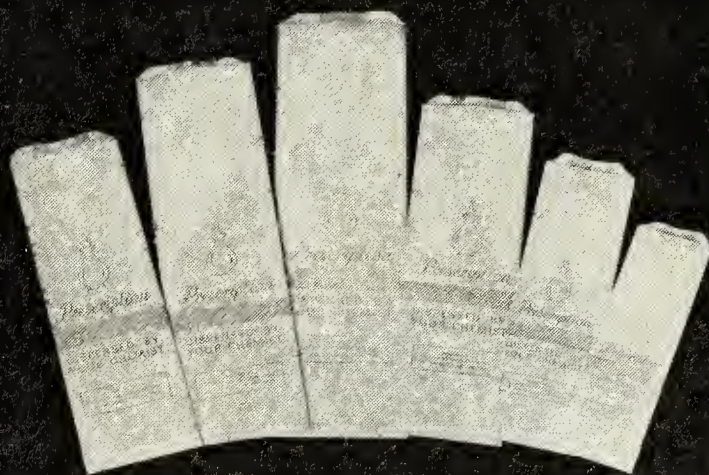
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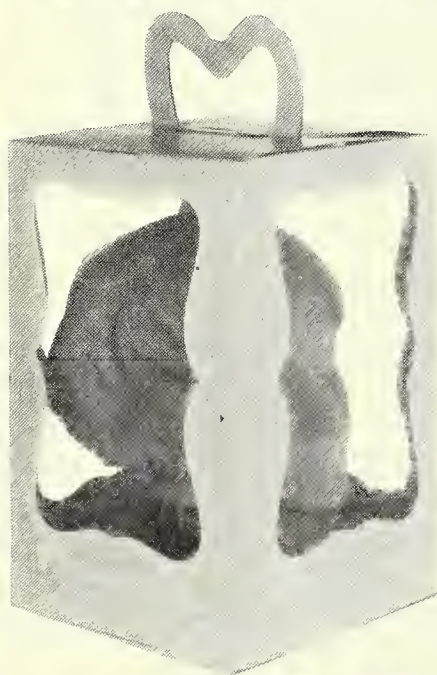
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# COMMENT COMMENT COMMENT COMMENT COMMENT

## Cash in hand ?

When representatives of Pharmaceutical Committees meet on February 7 to consider the latest remuneration offer from the Department of Health (p 148), they will have before them a formidable array of documents detailing the claims and offers that have gone to make up the negotiations. They will be able to see just how much work is involved in the negotiations for which the chemist contractors committee is so often criticised—and many representatives will probably be grateful for the guidance the chairman will undoubtedly give in his report.

At first sight, the claim and the offer—£3,117 against £2,670 for notional salary; 14d per prescription against 7.0d for profit—would seem to be poles apart. But these figures must be seen in the context of a number of adjustments to the allocation of payments asked for by the committee in its claim. There will nevertheless be disappointment that more has not been offered, and the representatives will be anxious to hear the committee's opinion as to whether they have won all that is possible in the present economic climate.

Was the meeting with Sir Keith Joseph worth while? Undoubtedly some concessions have been won. In particular, the original offer from the Department fixed the notional salary for a three-year period—and experience of the last three-year "package deal" does not commend the acceptance of such a deal again. Now Sir Keith has agreed a figure for 1970 and a provisional 5 per cent increase for 1971. This will be updated in the light of actual salaries paid, leaving the 1972 figure still to be negotiated between the parties.

Another small adjustment has been won in the "notional rent", and this, together with a recalculation of profit over two years instead of three, has raised the profit proposed for 1970 by 0.5d per prescription. The Minister's offer also provides for no firm undertaking for profit level in 1972. This again will be considered as result of further review of the factors involved.

Sir Keith Joseph has calculated that his offer will produce an average annual improvement in net income of 8 per cent between 1967 and 1971. Whether this will satisfy the conference we will know on February 7.

## All set D-Day

Only two more weeks to D-Day—and the fully decimalised *C&D* Quarterly Price List is now coming off the presses, right on schedule. This List should be with all subscribers so soon as the Post Office dispute is resolved; meanwhile alternative arrangements are being considered to see if it is feasible to distribute it to the majority of chemist-retailers before February 15, should the strike continue.

Preparation of this unique edition of the List has meant long hours for many *C&D* staff during the past six months, but the goal could not have been achieved without the co-operation of the major part of the industry. We take this opportunity to thank all those manufacturers and distributors who produced their decimalised lists early and supplied them promptly. Many others, perhaps a little

slower off the mark, were patient with our repeated telephone calls to ascertain individual prices as the pages came back from the printer for the final check.

There remains, regrettably, that small minority of companies which even now have not awakened to the fact of D-Day. Their prices have been converted on the basis of the latest available £sd rates, but any changes arising from eventual decimalisation of their lists will be published in the weekly Price List Supplements just as soon as they are received.

Our task is, for the moment, almost complete. We wish all subscribers involved in decimalisation an equally successful changeover to the new system.

## 21 years of aerosols

Looking around the shelves of any pharmacy, it is hard to believe that only 21 years ago, aerosols were almost unheard of in the United Kingdom. Yet in this short space of time they have become an integral part of modern life.

The history of the pressure pack, as we know it, goes back some fifty years to Norway in the 1920s where Erik Rotheim produced the first aerosol pack, with little commercial success. The story then moves to the USA and World War II, when two Americans working in the Bureau of Entomology and Plant Quarantine, Goodhue and Sullivan, produced an aerosol insecticide, nicknamed the "bug bomb." This was issued to the US troops fighting in the Pacific area to help them control malarial insects.

Soon after the end of the War, manufacturers realised the commercial potential of the aerosol and started research into new types of valves and lighter, stronger containers to make the aerosol commercially viable. Before long, the first aerosols were on sale to the public and the aerosol industry was born.

Aerosols were first sold in Great Britain in 1950 when two companies—Cooper McDougall & Robertson and Walter Gregory & Co—filled the first 50,000 cans. Not surprisingly, these first aerosol packed products were insecticides. From 50,000 cans, the aerosol filling figures have leapt to 253 million in 1969—over 12 aerosols per household. Few industries can boast of such development in that time.

Although insecticides led the aerosol field for some years, and remain amongst the top sellers, the most popular aerosol today is hair spray, with over 85 million units being produced in 1969, representing over a third of the total aerosol market.

Initially, all the cans were made from aluminium, but generally these have now been replaced by tin plate. However, aluminium containers are still used for certain pharmaceutical and toiletry products, and glass or plastic covered glass containers are becoming increasingly popular for the packaging of Colognes, perfumes and other cosmetic products.

Twenty-one years of aerosols in the UK have produced over 200 different aerosol product categories, with a current production of over 250 million per annum. The industry continues to expand, however, and it is estimated that, by 1975, the market will top 500 million units.



# The Representative

## 2. THE MANUFACTURER PUTS HIS VIEWPOINT

The two main criticisms of representatives uncovered in discussions with chemists (the subject of the first article in this series, published on January 2) were that some were young, inexperienced and poorly trained for their jobs and that they didn't stay in them long enough to create confidence.

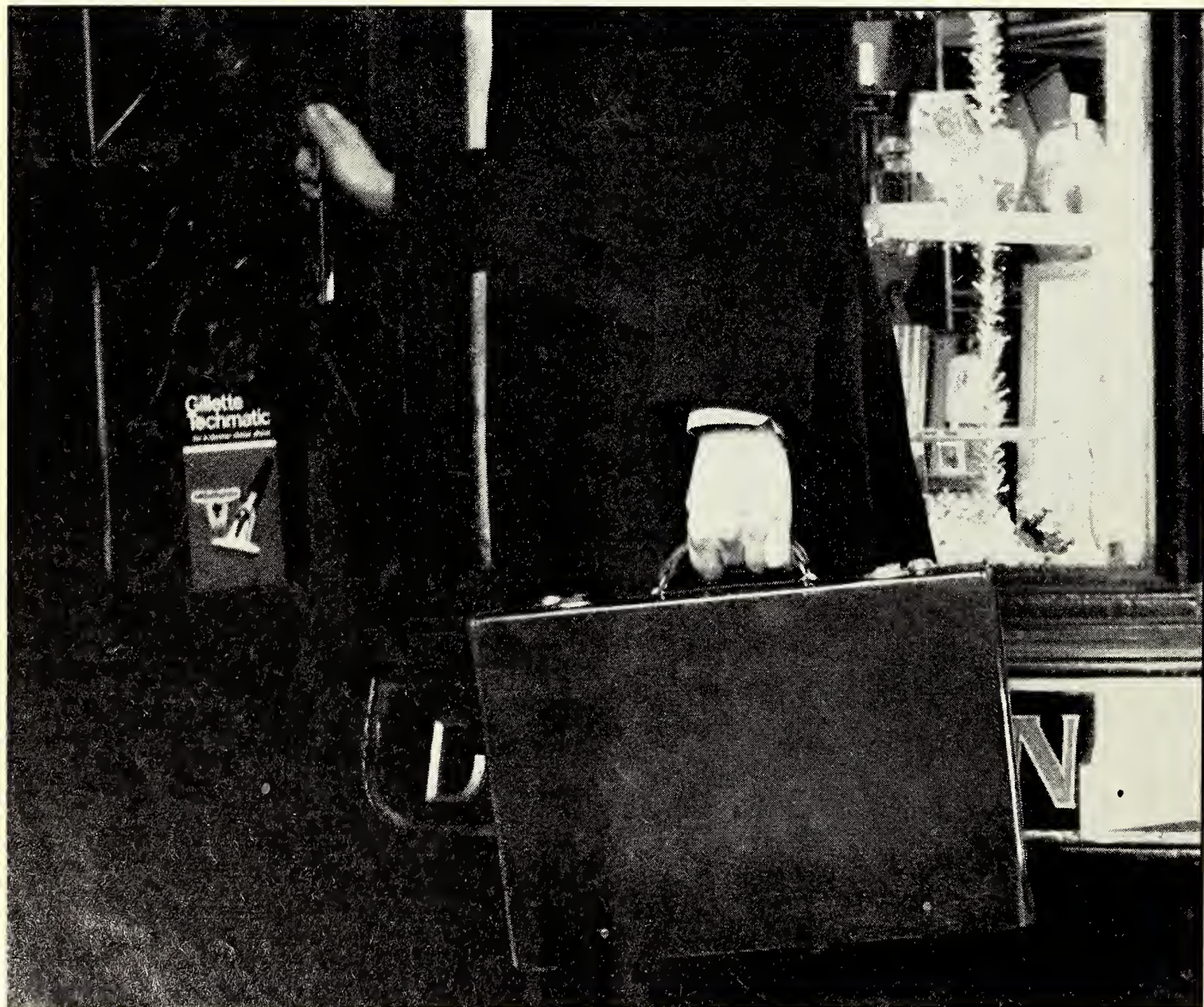
Generally, it was thought that instability was because of undue pressures by the manufacturers — a suggestion which is hotly denied. Manufacturers interviewed pointed out that, like everyone else, they are victims of the labour market: and how

many pharmacists are entirely satisfied with their assistants — or keep them as long as they would wish? Touché?

Most of the large manufacturers interviewed look for potential salesmen in their early 20's and usually with about five 'O' levels. Others refuse to take inexperienced salesmen or salesmen below 30 and in this event these men tend to go straight on the road without prior training. The training programme for the younger people, described by a leading manufacturer of toiletries, appears to be about the average:

Initially the trainee spends two weeks in the field with an experienced rep. He then returns to head office for a week to be initiated into office procedure, administration, the company's own products and the competition. Afterwards he goes on the road again with an experienced representative for about a fortnight and then makes some calls himself under the eye of the area manager. After he has started on his own he sees his area manager every ten days and reports for regular monthly training sessions.

Basically, the ethical pharmaceutical houses provide the same training course, but it is usually somewhat extended. In 4-5 weeks they might take in pharmacology, marketing, advertising, professional services, product information, company structure. This is followed by regular refresher courses on medical subjects and salesmanship.





How do the manufacturers view sales problems encountered by their representatives? One manufacturer of ethical products had this to say:

"Chemists are generally difficult people to sell to because they are fulfilling two roles, both an ethical one and that of a shopkeeper. Self-service shops are definitely more sales-orientated. Obviously the chemist gives a much better reception to the representative who is there on behalf of the company whose products are in demand than one which is not selling. Unfortunately a large group of pharmacists are not salesmen and quite genuinely do not know what is good for them."

A manufacturer of toiletries puts it rather more forcefully: "The type of chemist one meets today is undoubtedly changing. The number who still hide behind their certificates is decreasing and more and more chemists are coming out and selling products aggressively. However, there are still a few chemists who, to put it mildly, seem to think they are related to God."

### Major problem

"The main problem with the chemist is that he is very busy. Other outlets have a buyer but the chemist not only has to handle all the dispensing but has to see the numerous callers himself. Winter is his worst time. As far as possible we try to see the senior sales assistant for our type of product and get him to handle all the necessary spade work and so relieve the chemist of any involvement until the very last moment."

"Generally, when dealing with chemists we find they are somewhat different from other types of outlets inasmuch as they require to know more about new products and are more interested in the profit margins offered than in the promotion. This is basically because they work on a much higher margin than other types of outlet. In servicing chemists in large quantities, as we do, it is necessary to tailor one's promotion to the type of outlet in question. Material supplied to supermarkets has to be greatly reduced in size for the chemist due to the limited display area available."

On the other hand a leading cosmetic manufacturer said: "So far as I am concerned chemists are very good and easy people to work with, the only problem from the point of view of the rep being that he often has to hang around for the chemist quite a considerable time if the chemist is involved in dispensing. Unfortunately the rep is bound to hit the chemist at a bad time somewhere along his journey. It just can't be avoided. Everybody's life is made easier where good counter staff are available because they can lessen the burden on the chemist."

In cosmetics and general products most manufacturers expect their reps to make about 10 calls a day, resulting in about 80 per cent orders. Appreciating that independent chemists don't have buyers, most manufacturers — but not all — encourage stock-taking by their representatives. On this basis 10 calls a day seems a tight schedule if the product list is at all extensive and may support the view that

frequent changes of representatives are due to inability to cope with pressure.

The following procedure, described by a large toiletry manufacturer, seems to be average: "To warn a chemist of an impending visit, a representative will send out an advice card a few days beforehand and this incorporates a stock card. A great majority of these aren't normally filled in before the representative arrives. However, they do cover the representative because many chemists insist on advice beforehand and if they don't receive it may refuse to see the representative when he arrives."

"From the stock-check point of view we are not too concerned because the company runs a stock-check service. The basic reason for doing this is that we have many lines which are available in many more different packs and sizes. It is a complicated job for the chemist and obviously if we can handle it on his behalf we can save him a lot of time."

"I think it is also fair to say that we probably know more about what to look for in our own products than he would. It also saves our rep time. If he has to wait about while the chemist finishes dispensing or has to come back an hour later he is virtually unemployed for the wasted period. If he can be checking stocks while the chemist finishes the dispensing both units are still functioning correctly."

"A good 50 per cent of our representatives know the chemist well enough to be able to undertake this type of service without any objections. In these instances it is quite normal for the representative to make out the order and for the chemist to approve it without reference. All orders are serviced direct. If there are any queries about the amount ordered and the amount supplied the company offers to accept without question material for return and will credit accordingly."

"Ideally, a representative will go into a chemist, check stock, prepare an order, obtain the pharmacist's approval, advise him of promotions, bonuses, display materials and so on and then clear out. In this fashion both the pharmacist's and the representative's time can be saved."

### Returns

One or two chemists commented unfavourably about returns, saying that either a representative didn't want to know or that promises made by the rep were repudiated. One large cosmetic manufacturer commented:

"This company accepts without question returns based on damaged items or lines which have been dropped. However, as a rule it is hesitant about accepting out-of-date material and this is a matter for negotiation between the representative and the chemist. If he is a good customer we might co-operate on the understanding that he books a replacement order against the credit note for material being returned. What a chemist doesn't always appreciate is that material returned, for whatever reason, cannot be sent out again and this means that the company loses money. However, to be fair to the chemist, the

only time we normally get requests for stock to be returned is from a new owner of a pharmacy who has taken over large supplies of stock and wishes to release some of it for capital purposes."

"So far as we are concerned the representative is the direct link with the pharmacist and if a pharmacist comes on to us direct we refer him back to his representative. Obviously, however, if we have complaints in writing about the representative we always take these up."

### Pressure selling

What about allegations by chemists of too forceful, over-persistent salesmanship? One manufacturer expressed what was, in effect, the view of all the others:

"We put no more pressure on our salesmen than the chemist would put on his sales girl. If we were to use pressurised techniques or take advantage of the chemist by supplying more than he ordered we would get a very bad name, have to sort out the problems next time we visited him, and wouldn't stay in business."

"Obviously, the number of lines a chemist has to handle makes it very difficult for him to decide what is going to sell. Often his reaction is to wait and see what demand is. However, he doesn't appreciate that if he did this for everything he would soon be out of business."

"This company spent a large sum on advertising last year, much of it in television. The last link of every advertisement is that the product is on display at the viewer's local chemist."

"Customers soon get tired of going to a chemist and being told that he hasn't got a particular product."

"Thus, of course, our salesmen are going to do their utmost — and to some chemists it may seem like pushing — to make them fully aware of the implications of a new product and the type of promotion being undertaken. If something is being put on television the demand is going to be there and it is up to us to try and persuade the chemist to cash in on it."

"Another reason for representatives being 'pushy' may well be incentive schemes. We, in common with most other companies, operate such schemes, the rewards for which are either paid out in cash or in kind. In most firms everybody wins because it would be no good operating a scheme whereby within a short period of time it is obvious that the first 20 only were going to win a prize. Too often the remainder would stop trying. Perhaps a top man will earn £100 this way in an eight-week period and a bottom man £20."

"Thus I can well imagine that when a representative's goal is near he is going to push that bit harder."

"However, like everybody else, we are in business and because of the type of person we are dealing with we have to be fairly positive by nature. I must point out that a representative is a very expensive animal to keep on the road these days and the cost has just got to be justified in sales. If the chemist is sometimes a little annoyed because somebody is a bit too pushing he should make it clear and if the man has any sense he will learn."





250mg

500mg

125mg

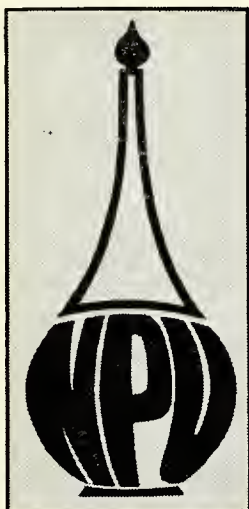


Larodopa\*: just one strength of L-Dopa—  
a double-scored 500 mg tablet—  
covers starting doses (250-500 mg daily in divided doses)  
increments (125 to 500 mg daily at weekly intervals)  
and maintenance levels (3-8 g daily).



\*Trade mark for Roche preparations containing (—)-3-(3,4-dihydroxyphenyl)-L-alanine (Levodopa)  
Full information is available on request from Roche Medical Information Service, Larodopa, 15 Monchaster Square, London W1M 6AP, or by telephoning 01-935 5566





On January 27 the National Pharmaceutical Union held a Jubilee banquet to celebrate its 50th anniversary. Mr J. Wright, director of the NPU Group, here gives his own views on

## INDEPENDENT PHARMACY —THE NEXT 50 YEARS

What will the structure of independent retail pharmacy be in 50 years' time? How many businesses? What types? What average size? To attempt to answer these questions we must first look at likely changes over the period.

The population of the United Kingdom will increase from its present level of about 56½ million to over 70 million by the year 2,000, the latest year for which an official estimate has so far been published. This represents an increase of over 25 per cent in 30 years. The proportion of retired people will increase because of better living conditions and greater health care. Economic expansion, which must continue, will mean greater affluence and a continuing increase in the standard of living.

After a period of keen price competition, there will in my view be less and less emphasis on "cut" prices and more on quality and service.

Access to the doctor by the patient will become increasingly difficult through the setting up of group practices and the spread of appointment systems. There will consequently be an increasing need for the comprehensive pharmaceutical service that retail pharmacy provides — that is, the dispensing and supply of medicines and the provision of an advisory service.

These changes, I believe, will not produce any fundamental change in the overall structure of independent pharmacy. There will be many more "professional" pharmacies, that is, businesses situated close to group medical practices, concentrating on the supply of prescribed medicines and sick room requisites. Each will have two or more pharmacists on the staff, one spending most of his time receiving prescriptions, handing out dispensed medicines and giving the necessary advice, the other supervising in the dispensary. Extended hours of dispensing will be provided where required in any district.

There will be a network of pharmacies in rural and semi-rural areas stocking a range of merchandise sufficiently wide to make them economically viable — and dispensing more and more prescriptions for rural patients than at present, as younger doctors take over former dispensing practices.

The majority of businesses will, however, still be "traditional" so far as the

range of goods sold is concerned. But they will be larger and many will employ two pharmacists. The part that the pharmacist will play in advising on and distributing medicines will become more important as access to doctors becomes more difficult and there will always be a demand from the public for this service. Pharmacists will expect and will receive a proper level of payment for their services. The peculiar ambivalence that one meets all too often nowadays — of "shouting" for much higher NHS remuneration while at the same time charging 2s for an 8oz (or 300ml) bottle of counter-prescribed medicine — will in time disappear.

As the public becomes more health conscious, and with increasing affluence, a stage will be reached where there will be two basic "types" of over-the-counter medicines available, the "cheap" type from grocers, village stores, etc, and the much more dependable medicines that will be sold, with the necessary accompanying advice, only from registered pharmacies.

Whilst the overall pattern of retail pharmacies will not change fundamentally, the nature of the new businesses undoubtedly will. Consider what changes the computer can bring about.

Firstly, a central NPU computer controlled from Mallinson House. The necessary terminal in each independent pharmacy will transmit the required information by landline to the NPU computer which will provide sales figures, costs, profits and deal with stock replenishment, the payment of accounts, and stocktaking as necessary. This will not only cut out laborious paper work but with the aid of programmes using information collected in the fast developing NPU Interfirm Comparison Scheme (a scheme that will assume more and more importance as time goes by), will provide the member at regular intervals with the information needed to achieve maximum profitability and efficiency while providing the value for money and service that the public will expect.

Sophisticated bulk buying and merchandising schemes, developed at Mallinson House, by harnessing the buying power of the thousands of businesses in membership (including the smaller chains), will make a valuable contribution for the benefit of members and public.

If the profession can establish its proper place in the health education field as an important section of the team (and this will only come about if the long term publicity scheme for pharmacy I have consistently pressed for in recent years is pursued), there will be scope for an additional computer service, provided perhaps by the Pharmaceutical Society. Health information relating to individual patients or customers — their idiosyncracies, sensitivities etc — could be fed into it and be made available, in particular to the "professional" pharmacies and to many of the other traditional and rural pharmacies again by landline. In this way many more pharmacists would play an even more effective role in protecting the public.

The same computer could readily provide information on ethical medicines for use by doctors in prescribing. The need for the manufacturer to distribute costly literature and for the pharmacist or doctor to keep bulky information files would largely disappear.

The sorting, endorsing and counting of NHS prescriptions could also disappear. The information needed to price prescriptions will possibly be fed into an automatic scanner linked to the central computer at, say, weekly intervals and payment in full would then be arranged by the computer direct with the chemist-contractor's bank within hours.

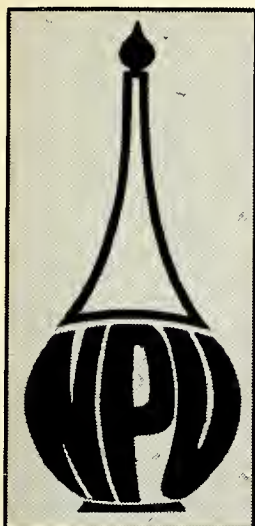
The use of computers in this way may sound fanciful, but think what we might have said only 20 years' ago had we been told that in 1970 we would be able to sit at home watching on a television screen what astronauts were doing on the moon nearly a quarter of a million miles away. We are now looking 50 years ahead.

The position I envisage existing 50 years from now will not be reached without effort. Pressures from outside and from within the profession will need to be channelled into profitable avenues of positive activity. Combined effort will be essential. The days are already gone when independent retail pharmacists can profitably run their pharmacies in isolation, without professional advice and co-operation with others where appropriate.

I believe that NPU members as a whole will not only survive but will prosper.

On countless occasions during the past  
*Continued in col 3, p 144*





# A RECORD OF PROGRESS AND ACHIEVEMENT

The "Jenkin decision," determined that the National Pharmaceutical Union should celebrate its Golden Jubilee in 1971.

When the High Court in London declared in 1920

that it was outside the Pharmaceutical Society's objectives to regulate conditions of employment between masters and employees, or to regulate prices of goods or hours of business, it became imperative that an organisation be formed that could carry out those functions.

Up to that time the Society — which had been founded to protect the interests of chemists and druggists — had had some justification for thinking that trade matters were within its purview. But over the years the Society had come to include a high proportion of members who were not proprietors, but employees.

Inevitably there arose situations in which, if the Council acted in the interests of one group, it might prejudice the interests of another. The dilemma was clearer to some than to others. After the introduction of National Health Insurance, many pharmacists regarded the Society (whose membership at the time included fewer than half of those who had passed the Qualifying examination) as an ineffectual negotiating body. There was pressure to set up a trade union of chemists.

As early as 1912 Mr Arthur E. Bailey, later to become an expert on National Health Insurance matters and pricing superintendent for London County, wrote (PJ, 1913, I 21):

"During the past few months local organisations having sprung up all round the country. . . . Suppose we link up the counties into groups of six, forming a committee for each group. Let each of those committees appoint two of its members to serve on the committee of a National Pharmaceutical Federation and our trade union is complete. . . . The Pharmaceutical Society has too many other interests to look after such an organisation properly."

However, it was October 1920 before Jenkin, a hospital pharmacist and former member of Council, brought his "friendly" action against the Society.

Once the Court's decision was announced, the Society's Council took commendably prompt action to enable chemists' trade interests to be taken care of. They called a conference of local representatives to debate proposals for transferring some of the Society's activities (more, even, than the decision strictly required) to a specially created new body.

That conference, held in December 1920, voted in favour of the proposals, and a "Retail Pharmacists' Union" was formally established at a follow-up conference in January 1921.

The new Union was speedily active. Its secretary, Mr G. A. Mallinson, previously on the staff of the Society, was accorded a desk in the offices of the Chemists' Defence Association and Proprietary Articles Trade Association in Temple Avenue, London EC4, but soon found "permanent" premises at 19 Tavistock Square WC1 (on part of the site now occupied by the British Medical Association). The RPU and CDA moved in, the PATA transferring at the same time to no 18 next door.

To CDA members, membership of the Union was free for the remainder of their subscription. Other proprietor pharmacists could, for a 25s subscription, qualify for £100 indemnity benefit and £10 legal advice or, for 47s, £500 indemnity benefit and £20 legal defence, both with joint membership of the RPU, CDA and PATA.

The constitution and rules of the RPU listed 14 "objects," most of which remain valid among a much widened range of membership advantages today.

At the start, provision was made to include the directors of the CDA on the Union's executive committee for three years. The remaining 21 members (later reduced to 18) were elected, then as now, on a territorial basis from six electoral areas.

Included in the rules was provision that, for special purposes, the executive committee could become a subcommittee with additional co-opted members. It was under that rule that the Central NHS (Chemist Contractors) Committee was established, its other members nominated

by the Company Chemists' Association and Co-operative Union. That Committee has its own story, too long for inclusion here.

After only four years at Tavistock Square, the RPU was finding its accommodation too cramped, and moved into a new home at 4 & 5 Queen Square, WC1. Though the new premises were not, as things turned out, to "cover the probable requirements of the next 50 years" (to quote a booklet introducing the new headquarters to members), the address was nevertheless to figure prominently in the scheme of things for the next 30 years.

The Union, besides acting as a central organisation for conducting National Health negotiations and taking action in trade disputes, provided members with advice on business problems, made arrangements for trade-mark registrations and drug analyses, obtained special terms for members' stocktakings and debt collections, and offered legal advice and help in advertising and many other matters.

Its appeal was, in fact, so strong that a 1946 record shows membership to have reached 93 per cent of those eligible, a proportion believed higher than for any comparable body in any trade.

Until his retirement owing to ill health in 1949, Mr Mallinson remained secretary and a doughty champion of members' interests. His signature appeared on no fewer than 645 circulars to members (ULs), demonstrating the wide range of the Union's affairs, taking in dried milk supply by clinics, "Co-op" dividend on prescriptions, inadequate margins on certain proprietaries, extravagant prescribing by doctors, discounts to nurses and sales of chemists' goods within factories, to mention but a few.

Major innovations during his secretaryship included the change of title in 1932 to National Pharmaceutical Union, the launching of the Chemists' Friends scheme (later abandoned under a Restrictive Practices Court decision) and the setting up of the NPU Business Purchase and Guarantee Fund.

Next secretary of the Union was Mr H. Noble, B Pharm, FPS, Barrister-at-Law, a former Bell scholar. Mr Mallinson's legal assistant and the Union's deputy secretary. During Mr Noble's 12 years of office (he, too, succumbed to ill health) there was held the first of the regional conferences that were to become an important element in Union activities.

The third and present secretary, Mr J. Wright, FPS, FCIS, Barrister-at-Law, took over at a time when far-reaching changes, mainly from causes outside pharmacy, were taking place in the conditions in which chemists were conducting their businesses. The focus of competition

THE

## Retail Pharmacists' Union

the trade organisation Pharmacists have been asking for,  
and every Pharmacist in business should be a member.

**ARE YOU A MEMBER?**

Unity. Strength. Progress.

# THE R.P.U.

Defence. Assistance. Advice.

WILL GIVE YOU

The constitution is absolutely democratic, and the members have full power. Territorial representation and a Referendum are features that no other Pharmaceutical organisation possesses. The Union is a live, up-to-date organisation.

**DON'T WAIT UNTIL ALL THE OTHER FELLOWS HAVE JOINED.**

**GIVE US YOUR SUPPORT NOW.**

THE RETAIL PHARMACISTS' UNION,  
113, TEMPLE CHAMBERS,  
TEMPLE AVENUE, E.C.4.

G. A. MALLINSON,  
Secretary.





for the proprietor pharmacist was no longer the chemist multiples, but the supermarkets and other comparable trading developments. The situation called for new and energetic readjustments within the NPU. They had to be made, too, under the handicap that the Restrictive Trade Practices Act debarred trade associations from continuing some of the functions they had been founded to perform.

In one trade after another, resale price maintenance was being outlawed, and not until 1970 were chemists to know that their situation was acknowledged by the Courts to be exceptional.

To explore ways of meeting the new challenge the NPU executive set up a Marketing Policy Committee, from whose deliberations and practical innovations, at first tentative, the executive committee derived the four keystones of its current policy. These have virtually re-orientated the Union and given it a new drive and influence in retail trading. They are:

□ Shop modernisation. From headquarters, members are urged and encouraged to modernise their premises and given help based on expert advice.

In 1961 members of the National Association of Shopfitters were invited to submit specifications for remodelling an actual pharmacy. The design adjudged the best was carried out and many members visited the pharmacy to inspect the result. Profitable new ideas came out of the project and some of the shopfitters began to take a new interest in chemists' problems. In 1966 the Union set up a pharmacy planning and modernisation department, which gives advice under a pharmacy planning officer.

□ Management and staff training. In 1963 the NPU initiated a Pharmacy Assistants' Training Board that negotiated, with the City and Guilds of London Institute, a suitable syllabus for the training of dispensing technicians and later a new elective study course covering basic science for counter assistants.

When those had been fully worked the emphasis switched to creating opportunities for proprietors and managers to increase their proficiency in merchandising and management.

□ Exclusive merchandise. 1958 saw the introduction of a sponsored hot-water bottle at 5s, its purpose to enable members to compete realistically with the multiples. This broke new ground, which subsequently was made to yield other fruits in the shape of new products, none of them medicinal.

1965 brought the registration of NPU Holdings, Ltd, "to provide the economic basis essential to the survival of the independent professional pharmacist."

The potential market for NPU products was widened in the same year by admitting members of the Scottish Pharmaceutical Federation and Ulster Chemists' Association to the NPU. That opened the way for intensive nation-wide promotion of NPU merchandise, and in 1967 a new company, NPU Marketing Ltd, was formed to take over all marketing operations of the Union. Further new products were launched, some with notable success. Not all members have been agreed as to the products that should be included in the range, but most give backing to the idea of promoting products that bring customers back to the pharmacy.

□ Business services. So long as the Union

remained at Queen Square there was small scope for expanding the business services it offered to members. When, at the removal to Southgate in 1966, adequate accommodation became available, they rapidly increased in number.

For example, the metric weights and measures now in use by chemists are generally acknowledged to be outstanding in design and suitability for purpose. That was the direct result of campaigning by the Union's staff who persuaded manufacturers to rectify the shortcomings in what was originally put forward.

When decimalised cash registers became an urgent need it was officials of the department who negotiated their purchase by chemists at specially favourable rates.

Apparatus currently available from headquarters of the Union includes a "pharmacy" typewriter (specially adapted for labelling dispensed medicines), adding machines, labelling and price-marking machines, a metric slide rule and many others, as well as items of stationery necessary in the running of a pharmacy.

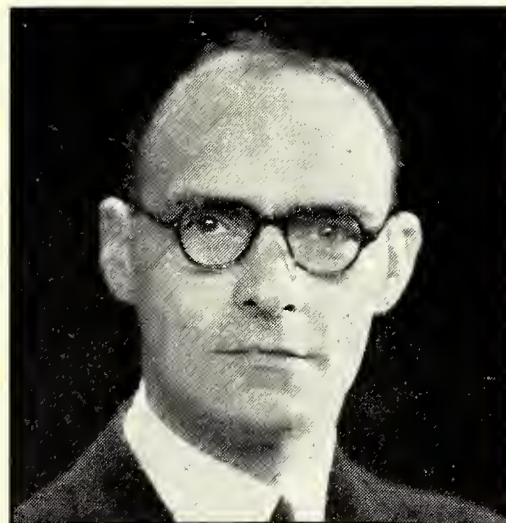
By issuing its Pink Supplement, annual reports and leaflets the department keeps members aware of the ways in which members can make their businesses more profitable.

What of the Union's outlook for the immediate future? The views of the executive committee were given in a booklet, "The Future," published during 1969. The contents showed the committee to be strongly in favour of "traditional" type pharmacies as providing the best service to the public. Everyone, the booklet holds, should have reasonable access to such a pharmacy. In locations where a "traditional" pharmacy is not economically viable, it should be allowed to widen its range of merchandise, always provided nothing is sold that conflicts with pharmacy's professional image.

That is where the NPU stands at the beginning of 1971.



Mr G. A. Mallinson



Mr H. Noble



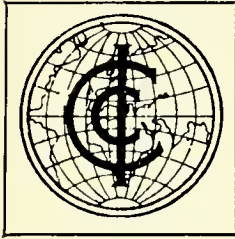
Mr J. Wright

#### *Continued from p 142*

50 years the death knell of independent retail pharmacy has been sounded. Yet stubbornly it has refused to "die." Indeed, despite the slump in the 1920's, the 1939-45 war, the forecast spread of health centres in the 1950's, the coming into operation of the Restrictive Trade Practices Act and the enforced demise of the Chemists' Federation, the abolition of resale price maintenance on non-medicinal lines and the spread of supermarket trading and competition from grocers — all of which some prophesied would be the last straw — independent pharmacy has not only survived but overall has prospered.

I have every confidence in the future of independent retail pharmacy. The resourcefulness of the vast majority of NPU members in meeting new challenges coupled with the positive role which the NPU Executive Committee and staff have played and will continue to play with increasing importance in the future, will ensure that 50 years from now independent retail pharmacy will still be flourishing.





# International Chemical Company Limited

## Sterling/Decimal price list effective as from 1st Feb. 1971.

PRODUCT	Std. Packs Dozen	Trade Price Per Dozen		Purchase Tax		*Selling Price inc. Purchase Tax	
		Excluding P. Tax					
		Sterling	Decimal	Sterling	Decimal	Sterling	Decimal
'Anadin' Tablets 4's (Per pack 4 doz.)	4	18/7d.	93p	6/10d.	34p	-- Doz.	8d.
" " 8's (Min. pack 4 doz.)	4	9/5d.	44p	3/5d.	16p	-- Doz.	1/4d.
" " 20's	2	21/2d.	£1-06	7/9d.	39p	-- Doz.	3/0d.
" " 50's	1	41/2d.	£2-06	15/1d.	76p	-- Doz.	5/10d.
" " 100's	½	67/7d.	£3-38	24/9d.	£1-24	-- Doz.	9/7d.
'Anbesol' for Mouth Ulcers	1	28/3d.	£1-41	10/4d.	52p	-- Doz.	4/0d.
'Anne French' Cleansing Milk sml.	1	18/5d.	92p	10/2d.	51p	-- Doz.	3/0d.
" " " " med.	1	30/9d.	£1-54	16/11d.	85p	-- Doz.	5/0d.
" " " " lge.	½	58/4d.	£2-92	32/1d.	£1-61	-- Doz.	9/6d.
" " Moisture Crm. (tubes)	1	25/8d.	£1-28	14/1d.	70p	-- Doz.	4/2d.
" " Golden Tan	1	22/3d.	£1-11	12/3d.	61p	-- Doz.	3/6d.
'Bismag' Powder std.	1	18/3d.	91p	6/8d.	33p	-- Doz.	2/7d.
" " lge.	1	33/6d.	£1-67	12/3d.	61p	-- Doz.	4/9d.
" Tablets 75's	1	20/0d.	£1-00	7/4d.	37p	-- Doz.	2/10d.
" " 165's	1	35/3d.	£1-76	12/11d.	65p	-- Doz.	5/0d.
'Bisodol' Powder std.	1	18/3d.	91p	6/8d.	33p	-- Doz.	2/7d.
" " lge.	1	33/6d.	£1-67	12/3d.	61p	-- Doz.	4/9d.
" Tablets 30's	1	18/3d.	91p	6/8d.	33p	-- Doz.	2/7d.
" " 100's	½	42/4d.	£2-12	15/6d.	78p	-- Doz.	6/0d.
" Rollmints	1	8/9d.	44p	3/3d.	16p	-- Doz.	1/3d.
'Compound W' Wart Remover	1	21/2d.	£1-06	7/9d.	39p	-- Doz.	3/0d.
'Concern' Feminine Deodorant Spray std.	1	49/1d.	£2-45	27/0d.	£1-35	-- Doz.	8/0d.
'Dristan' Decongestant Tablets 24's	1	45/0d.	£2-25	NIL	NIL	-- Doz.	5/0d.
" Nasal Mist	½	38/3d.	£1-91	NIL	NIL	-- Doz.	4/3d.
'Fibrosine' Balm	1	28/3d.	£1-41	10/4d.	52p	-- Doz.	4/0d.
'Freezone' Corn Remover	1	21/2d.	£1-06	7/9d.	39p	-- Doz.	3/0d.
'Hidden Beauty' Deep Cleansing Crm. (jars)	½	42/7d.	£2-13	23/5d.	£1-17	-- Doz.	6/11d.
'Immac' Cream Hair Remover sachets	2	11/9d.	59p	6/6d.	32p	-- Doz.	1/11d.
" " " " std.	1	30/9d.	£1-54	16/11d.	85p	-- Doz.	5/0d.
" " " " lge.	½	49/1d.	£2-45	27/0d.	£1-35	-- Doz.	8/0d.
" Lotion " "	½	46/2d.	£2-31	25/5d.	£1-27	-- Doz.	7/6d.
" Aerosol " "	½	153/11d.	£7-70	84/8d.	£4-24	-- Doz.	25/0d.
'Kolynos' Super White Dental Cream std.	1	18/3d.	91p	6/8d.	33p	-- Doz.	2/7d.
" " " " lge.	1	25/10d.	£1-29	9/6d.	47p	-- Doz.	3/8d.
" Chlorophyll Toothpaste	1	18/3d.	91p	6/8d.	33p	-- Doz.	2/7d.
" Fluoride Toothpaste	1	18/3d.	91p	6/8d.	33p	-- Doz.	2/7d.
'Kolynos' Denture Fixative std.	1	24/0d.	£1-20	NIL	NIL	-- Doz.	2/8d.
" " " " lge.	1	38/3d.	£1-91	NIL	NIL	-- Doz.	4/3d.
'Kolynos' Denture Powder	1	24/7d.	£1-23	9/0d.	45p	-- Doz.	3/6d.
'Pineate' Honey Cough Syrup	½	23/6d.	£1-17	8/7d.	43p	-- Doz.	3/4d.
'Powerin' Tablets 12's	1	20/0d.	98p	7/4d.	36p	-- Doz.	2/10d.
" " 30's	½	38/3d.	£1-91	14/0d.	70p	-- Doz.	5/5d.
'Preparation H' Ointment std.	1	35/3d.	£1-76	12/11d.	65p	-- Doz.	5/0d.
" " " " lge.	½	60/0d.	£3-00	22/0d.	£1-10	-- Doz.	8/6d.
" " Suppositories 6's	1	28/3d.	£1-41	10/4d.	52p	-- Doz.	4/0d.
" " " " 12's	½	52/11d.	£2-65	19/5d.	97p	-- Doz.	7/6d.
'Sek' Ointment (Athlete's Foot)	½	35/3d.	£1-76	12/11d.	65p	-- Doz.	5/0d.
'Targon' Oil & Tar Remover	1	27/0d.	£1-35	NIL	NIL	-- Doz.	3/0d.
'Tramil' Tablets	1	31/6d.	£1-57	NIL	NIL	-- Doz.	3/6d.

All decimal price conversions comply  
with the Decimal Currency Board  
recommendations.

All retail orders of £8 and over now  
qualify for a 5% Purchase Tax concession  
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\*Fixed price for medicinal products, recommended price for other goods.

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**We'll help you profit from  
the fat of the land.**



## A hefty new Consumer Department.

We at Burroughs Wellcome have just formed a new Consumer Department.

Its sole function will be to sell and help you sell our consumer products.

Saxin\* is where it all begins.

Britain's longest and best established artificial sweetener is about to get the biggest sales drive in its history.

## The largest advertising campaign ever for an artificial sweetener.

Saxin is being presented to your customers in a completely new way.

In media we're thinking bigger than ever. Whole pages and half pages in full colour in Woman, Woman's Realm, Good Housekeeping, Vanity Fair and She.

Making sure that any woman who is in the artificial sweetener market — or should be — knows about Saxin!

But that's not all. In May a large National Press campaign will act as tactical support — just when it's most needed. In your peak selling period.

Creatively, we're making sure Saxin is the artificial sweetener of the 70's.

Style and elegance in our approach; meaning in our message. That's the key to our exciting new Saxin campaign.

## The weightiest promotional campaign ever.

This is where the big surprises will come.

And for the moment we want to keep them as surprises.

But what we will tell you now is

## Fatter profit!

that our promotional programme is guaranteed to give you the biggest support ever in the artificial sweetener market. We're talking big. We're acting big too.

Need we say more. Everything we do will lead to fatter profits for you. It's going to be a big year for Saxin.



**Saxin**  
sweetener

\* Trade Mark



# PROFESSIONAL NEWS

## Secretary of State's offer to contractors

The latest remuneration offer to chemist contractors for NHS dispensing is set out in a letter, dated January 8, from the Secretary of State for Social Services, Sir Keith Joseph. It follows a meeting between representatives of the Central NHS Committee and Sir Keith, requested when negotiations on contractors' claims had reached stalemate.

The following is the full text of Sir Keith's letter:

I have now looked carefully into the points you and your colleagues put to me when you came on December 15 to discuss the Chemist Contractors Committee's remuneration claim. We have also looked at the detailed papers you presented, and my officers' comments on these will by now be in the hands of your advisers.

### Notional salary

I looked first at the question of notional salary, on which my officers have offered you £2,670 in 1970, £2,804 in 1971 and £2,944 in 1972; these were increases of 20 per cent, 25 per cent and 32 per cent respectively on the 1967 figure in the previous settlement, and compare with the estimated average salary of "equivalent" managers employed in pharmacies in 1970 of £2,075. I am afraid

I do not think there are at present grounds for improving on this offer.

I understand that one of the factors influencing the very high claim made in June for the notional salary was chemists' belief that doctors and dentists were about to get a 30 per cent salary rise. But in the event, as you know, this rise was limited to 20 per cent, apart from the junior hospital doctors — as it happens, just what we have, for different reasons, offered you. I find that the figure of £2,670 is higher than any hospital pharmacist can currently get unless he is on almost the top scale point of the very top grade — chief pharmacist in one of the largest hospitals.

I see also that the sort of comparison made in one of your papers with 1964 levels shows that our 1970 offer represents an appreciably bigger proportionate increase since that date than hospital consultants have had. But I can understand

the anxiety you may feel about entering into a firm commitment for 1971 and 1972.

I propose therefore that we regard the 5 per cent increase for 1971 as an interim increase, so that in the latter half of 1971 we can review the level in the light of the actual movement in managers' salaries during the year; and similarly defer a decision on the 1972 salary until nearer 1972.

### Profit

You made clear that your main concern was on the profit level. We discussed your view that this ought to be represented as a return on turnover, rather than a return on capital; your feeling that, however expressed, the present rates did not represent a fair reward to the chemists; and your suggestion that without prejudice to the offer my officers had already made you, I should agree to a comprehensive review of the considerations affecting the level of profit to be allowed.

After considering the particulars you and your colleagues sent me, and the facts and figures already available, I cannot say that I regard the net profit offered to chemist contractors as low. I understand that the offer of 6½d (excluding the 0·7d in respect of owner-occupied premises) represents a return on capital employed of about 16 per cent. It is under 4 per cent turnover, but this seems not unreasonable for this type of activity. (I pointed out to you when we met that in the type of business I myself know best — construction — a profit on turnover of only 2 per cent is considered creditable, in view of the ratio of turnover to capital involved.)

I accept your point that, despite the National Health Service, general practice pharmacy remains a risk activity, but it is not a high risk activity by other businesses' standards, and certainly not by the rather special criteria applied to ordinary Government contracts covered by the "profit formula." (The fact that it is a highly skilled activity is of course a separate matter — this is reflected in the notional salary, not the profit.)

I do however accept your general point that it will be well for both sides to think further about these issues. You made it clear that you did not want to delay the immediate increase of pay for this lengthier consideration; and this implies, I think, that the review should be aimed at a new settlement for the year 1972 (if it included 1971 I would not be prepared to anticipate its results by making a sizeable pay increase now).

I suggest therefore that within the next few months the two sides, with the help of any experts that can give authoritative assistance in this field, should embark on a general review of the factors that ought properly to affect the level of profit, and of the feasibility of meeting your Committee's wishes by expressing it as an appropriate percentage on turnover. The rate of profit payable for 1972 would depend on the result of the review.

## The offers compared

The following table summarises the offer rejected by the Central NHS Committee representatives and the subsequent revised offer received following the meeting with Sir Keith Joseph.

	November 20 offer	January 8 offer
<b>Notional salary</b>		
1970	£2670 pa	£2670
1971	£2804 pa	£2804 (note 1)
1972	£2944 pa	To be negotiated
<b>Profit (per prescription)</b>		
1970	6·5d (note 2)	7·0d (note 3)
1971	7·2d (note 2)	7·2d (note 3)
1972	7·2d	(note 4)
<b>Financial effect</b>		
Professional fee	3·6d increase	6·0d increase
On-cost	No change	½ per cent reduction in rate equivalent to 0·6d per prescription

### Notes

1. This part of the offer is to be taken as representing an interim increase of 5 per cent on 1970 and will be reviewed later in 1971 in the light of increases in managers' salaries.
2. These figures include 0·07d per prescription in respect of notional rents in freehold properties. This item was formerly treated as an overhead expense at the rate of 0·67d per prescription.
3. These figures include 0·85d (ie 0·70d + 0·15d) per prescription in respect of notional rents for freehold properties. This item was formerly treated as an overhead expense at the rate of 0·67d per prescription.
4. The Minister accepts that further consideration should be given to the factors affecting the level of profit. A review will therefore commence at an early date in order to determine the rate of profit payable in 1972.



Meanwhile the offers my officers have made for 1970 and 1971 would stand, and in one respect I am ready to improve on them. We discussed the practice of allowing a payment for owner-occupied premises, for the purposes of the cost enquiry, through a notional rent, rather than by treating the premises as capital on which profit is earned as you suggested and you pointed out that because notional rents are based on the rents actually paid for managed premises, including some negotiated many years ago at rates not reflecting current values, the implied capital values of these properties are depressed.

I have considered this point, and am ready in the short run to meet your argument by basing the reward for the owner-occupied property on a comparison with the newer leases only (those up to seven years old). This represents an increase of about £170,000 a year, or 0.15d per prescription.

As regards the future, the question whether to treat property on a capital basis or a rent basis might be included in the proposed general review: though I should add that both here, and with the profit on capital versus profit on turnover issue, I suspect that we shall find that whatever method of computation one chooses to use, any fair assessment will produce the same cash result.

Returning to 1970 and 1971, we could with this concession pay an overall profit, including the reward for owner-occupied property, of 7d for 1970 and 7.2d (3p) for 1971, compared with the previous figure of 5d excluding the property element (then about 0.67d).

#### The financial effect

These changes would, I understand, probably justify an increase in payments per prescription of something between 5d and 6d from 1 January 1971 (allowing for expected changes in costs, oncost yield, and volume of prescriptions). I would like, with your agreement, to raise the professional fee by 6d to 3s (15p), and at the same time round down the present rate of oncost from 10½ per cent to 10 per cent (ie a reduction of ½ per cent which I understand is equivalent to 0.6d).

My officers and you would of course review the balance between income and costs plus agreed profit, towards the end of the year, in the normal way, and agree on further fee increases if the trend of events showed that these were necessary to achieve the notional salary and profit which I have offered.

I have had calculations done to estimate the overall effect of these changes in pay rates on the average chemist's net income, after his expenses are met: it seems to me this is what really matters to the ordinary chemist. These calculations indicate that what I am proposing will give an increase between 1967 and 1971 of 34 per cent, or 8 per cent a year — over a period in the early part of which general increases in incomes of every sort were comparatively small. I hope that you will agree to commend my proposals to your members.

## OPEN SHOP

by E. C. Tenner

### Working party please note

It has always been difficult for contractors to understand the role of members elected to the NPU executive. We know that they are our elected NPU representatives. So far, so good. But a few may become members of the Central Contractors Committee, and therefore are then seen in a dual capacity. Some, indeed, may also serve on the Joint Industrial Council, which arranges salary scales for pharmacists in England and Wales, and negotiates with the trade unions the wage rates for assistants.

The one representative may, in theory, occupy three separate roles—the “hats” to which Mr Wright is wont to refer. It is easy to understand the odd positions that these men find themselves in; the mental contortions that they must undergo. The Contractors Committee want salaries to rise to give a good foundation for negotiating a notional salary, but the NPU representative must have a regard for the members of his organisation who employ labour, and endeavour not to allow too much of an increase.

To bring some appearance of reason into these proceedings, the NPU actually attempted to create an organisation for salaried pharmacists some years ago. It was, of course, destined to the failure that it has apparently become. None of which can give much comfort or confidence in any negotiations the NPU undertakes.

The working party may wish to note this, and see that at least the Contractors Committee be made to be a separate negotiating body, with representatives and officials divorced from, and independent of, the National Pharmaceutical Union.

Actually, one of the amusing incidents in all this, if one can laugh at one's misfortunes, is that the Central Contractors agree to a system of payment based on the fact that pharmacists spend somewhere under 50 per cent of their time in dispensing, and yet the JIC agree to a wage scale of assistants engaged mainly or wholly in dispensing. There obviously cannot be many!

#### Do as I say

The NPU has been exhorting us for the last few months to prepare for metrication. “Don't leave it—be prepared,” has been the cry. Rightly so, and we should be grateful for their exhortations. However, this week I purchased a new display of NPU Lip Salve, and it arrived, boldly priced at 1s 6d, with no indication of the metric equivalent to be seen—and only a few weeks now to D-Day. Not a very good example to the members, I should have thought, but perhaps Mr Downing has been so busy exhorting members to prepare well in advance, that he did not have time to give the same advice to the directors of NPUM. If he did, it would appear that they have not heeded him. I hope, for all our sakes, that he has had

more luck with the ordinary pharmacists.

May I help my colleague Xrayser over the problem of the recommendation in *Which* as to hot drinks for coughs. Page 60, BNF refers to domestic remedies of honey and hot water with lemon juice, and a “cup of tea” to loosen the sputum. It is worth noting, however, that they advise codeine linctus “to suppress the hard, irritant, unproductive cough common in some upper respiratory tract infections.” Perhaps an expectorant cough mixture might turn this unproductive cough into a productive one, but that explanation would mean that the BNF Committee would have to admit to the efficacy of cough mixtures containing expectorants. This is, of course, too much to expect.

## DECIMAL POINTERS

#### Register with 2½p key

Decimo Ltd, 95 Grays Inn Road, London WC1X 8TX have introduced the Decimo 10½ cash register which has a key to register 6d or 2½p. The Decimo 10½ CR is a hand-operated adding machine mounted, by a coupling, on a steel cash draw, opening synchronised to the hand operation of the machine.

As well as the new decimal halfpenny, the 10½ CR has a duplicate tally roll—a receipt for the customer and a record of the day's takings. The price is £69.75, or it is available on rental. Electric versions of the register are also available.



In addition to merely converting old money to new, the Dialad illustrated will add and subtract in either currency and in both mixed together. It will tell the user what change to expect and whether it is correct when it is given. The change-over to decimal currency is not the final application of the Dialad. Taken one step further it will become a conversion table for foreign money on holidays abroad. The Dialad, price 15s (£0.75) is made of aluminium and fits into the pocket or the handbag. A larger version for shop use is also available. (New Clear Ltd, 392 Commercial Road, Portsmouth, Hants)



# COMPANY PROFILE

Columbia Products Co Ltd

A relatively young management team, each of whom has special skills in an aspect of the business, each determined to improve on the previous year's performance and all having an enthusiasm that ensures customers' wishes are met, has resulted in the remarkable progress of Columbia Products Co Ltd, Sherborne Avenue, Bin-stead, Ryde, Isle of Wight.

The company has not had an easy history — removal, rebuilding, a disastrous fire and more rebuilding have all presented problems that had to be overcome, until last year's record production and turnover figures were achieved.

The company was started about thirty years ago by S. & R. Laitman who specialised in the supply of velour and similar cosmetic puffs. The business developed steadily until 1960 when the size of the premises in Chiswick inhibited expansion.

The owners had by that time a thriving business supplying powder puffs and holdalls to independent and multiple pharmacies, and they began to look around for possible new production sites in and around London, in East Anglia and the Home Counties.

Mr Mark Woodnutt, a Conservative MP, heard of the Columbia problem, invited them to consider Ryde as a possible centre, and initiated the discussions that led to the offer of a purpose-designed building at an attractive rent and lease.

On September 5, 1961 the new building, with an area of 40,000 sq ft — nearly twice that of the London premises—was officially opened. A large number of the staff transferred with the company and more local employees were recruited and trained.

The new Ryde premises helped to provide continuous work in an area that had an unemployment problem. However, as employers, Columbia had another hurdle to face: the attraction to local labour of summer seasonal work that was available in the holiday area. That was overcome by making certain that working conditions were as good as possible, and ensuring the continuity of the employment.

The company continued to progress, and in 1963 the Aronde deodorant preparations were launched, the marketing plan being to offer effective preparations at reasonable prices to the public and at the same time offering adequate margins to the retailer. The plan was successful and later shampoos and handcreams were added to the range.

During April 1968 fire gutted the factory. Within three weeks the company was back in production in temporary premises and during the following November a record volume of merchandise was being shipped from the already re-built factory. Since that time a number of extensions have been added to the factory building which now occupies 60,000 sq ft and houses 150 employees.

The company also has two other production units — one at Ventnor where

plastic pouchettes, wallets and similar articles are made, the other at Wootton where material for holdalls is cut out.

Whilst continuously developing the home market, the company has extended its export activities so that in addition to extremely good sales in Canada and Sweden, products and preparations are consistently being supplied to 56 different countries and about 20 per cent of the company's production is exported.

Mr W. L. Prcan, who has been managing director of the company for 14 years, reports that this year looks like being a record one with turnover up nearly 20 per cent. The company sold nearly four million pouchettes, holdalls and beach bags last year. It is a highly competitive fashion market which many chemists have realised to their advantage. For Columbia it means a continuous assessment of future trends of public demand and availability of materials. At the last stocktaking, more

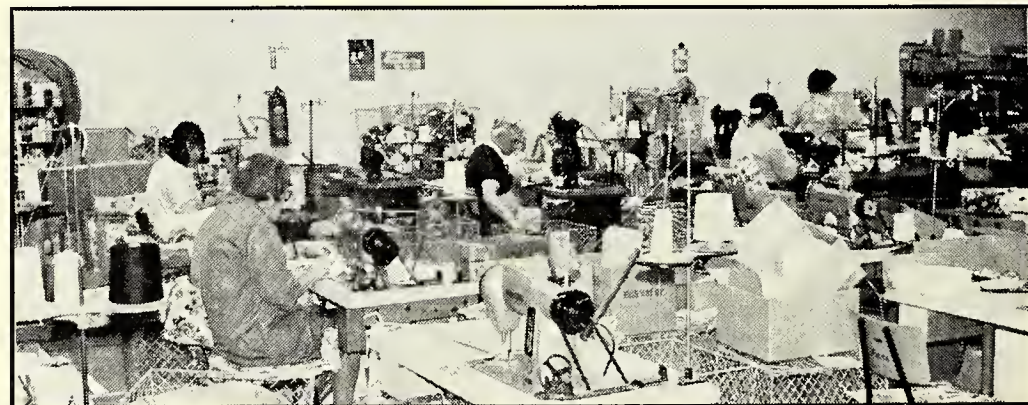
than 125 miles of plastic and woven fabrics were in stock.

Large scale purchases enable the company to negotiate exclusive patterns and on occasions 1½ tons of one exclusive patterned material is purchased. There is a continuous reappraisal of the Aronde range and new preparations are being developed and tested. Packaging is also under continuous reassessment, a procedure that is aided by the fact that the company produces its own plastic containers from a battery of injection moulding machines supervised by a group of skilled engineers who design and make any new moulds or tools required.

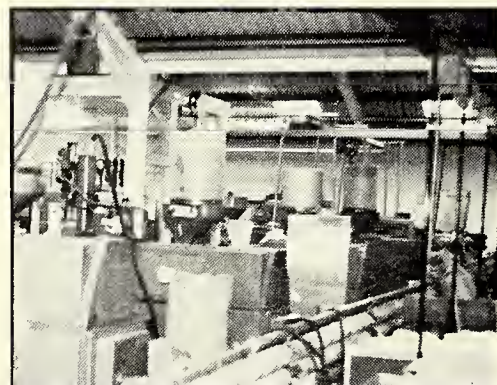
To ensure the growth of the company there is a team of representatives, led by Mr R. D. Halladey, sales director, who believes that each representative should be regarded as an area manager in his territory, having the utmost backing from the head office — and that is not lacking.



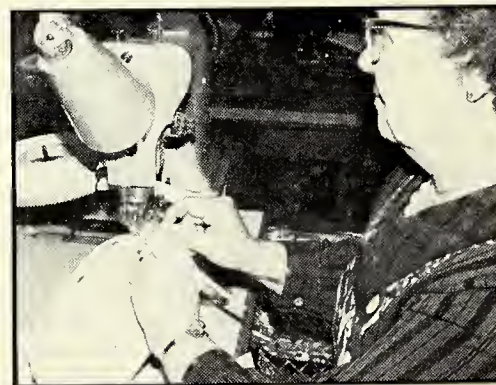
*Patterns galore: general view of the storage area*



*The machine room, where the holdalls and beach bags are assembled*



*Some of the injection moulding machines*



*Nimble fingers fitting a zip fastener*

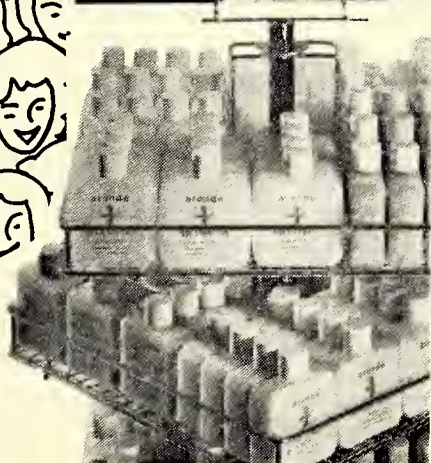


# Cash in on the biggest Aronde campaign ever!

SEEN BY  
15,500,000  
WOMEN!

5,000,000 women will see the fabulous 30-second T.V. commercial! 5,500,000 women will see the Woman's Own campaign! 3,250,000 fashion-conscious women will see advertisements in Fabulous, Hers, Honey, Mirabelle, 19, Petticoat, Rave and Valentine! And some 1,850,000 women will see the big-space advertising in Annabel, Flair, 19, Nova, She, Vanity Fair and Woman's Journal!

Which all adds up to some 15,500,000 women with 34,500,000 opportunities to see this—the most fantastic Aronde campaign ever! And that adds up to bigger and better sales than ever! So make sure you stock up now and have the stocks to meet the demand!



## aronde

Columbia Products Ltd., Sherbourne Avenue,  
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## MACDONALD OF MANCHESTER

### POSTAL EMERGENCY

#### INVOICES

Arrangements have been made for these to be attached to each consignment in special envelopes.

#### PAYMENTS

As postal and NPU facilities are not available, Chemists are specially requested to make payment of accounts by Credit Transfer through their own bank direct to the company's account as follows:

National Westminster Bank Limited,  
Manchester City Office,  
55 King Street,  
Manchester, 1 Code No. 01.10.01

A/C Macdonald & Taylor Limited  
No. 01784668/11

#### ORDERS

Representatives are continuing their normal calling cycles. As an alternative to posting orders, Chemists may wish to place orders direct to their Area Representative by telephone during evening hours.

During this emergency everything possible will be done to maintain normal service throughout the U.K.

**Macdonald of Manchester,**  
P.O. Box 6, Ashton-under-Lyne,  
Lancs,

Tel: 061-330 4422 (10 lines)  
London 01-743 9818 (24 hour ansafone)



# MARKET NEWS

## Opiate prices sharply advanced

London January 26: To date the post office workers' strike has proved an annoyance rather than a hindrance to trading in the markets. Getting samples to prospective buyers is perhaps the main stumbling block.

Since the last market report opiate manufacturers have sharply advanced their schedules. The rise, which is of the order of 20 per cent, is attributed to substantially higher rates for raw opium. Theophylline and aminophylline were up by sevenpence kg.

Ginger was easier from most sources but because of the high rates established in previous months the new crop offers will have to weaken further before any buying interest is shown according to some traders. Costa Rican ipecacuanha was up by 15s lb while pepper and turmeric were lower.

Shipments of Tinnevely senna from the port of Tuticorin during December 1970 were:

	UK	US	Europe
Senna		(In metric tons)	
leaves	—	45	397
Pods	—	—	70

Dearer were jalap, sarsaparilla and balsam of Peru while lower prices were quoted for valerian, lemon peel and menthol.

Among essential oils Brazilian peppermint is now 47s kg (up 5s) following the hardening trend at origin. Lemongrass at 42s kg and petitgrain at 52s were down one shilling.

### Pharmaceutical chemicals

**Adrenaline:** (Per g). Synthetic 1-kg lots, 1s 2d (£0.059), 500 g (£0.067); acid tartrate, 1 kg 10½d (£0.044); 500 g 1s (£0.05).

**Aloin:** 50-kg lots 144s (£7.20) kg.

**Aminacrine hydrochloride:** £28 kg.

**Atropine:** (500-kg lots per kg) alkaloid and methonitrate 1,304s (£65.20); methylbromide 1,284s (£64.20); sulphate 1,058s (£52.90).

**Barbitone:** 50-kg lots 52s (£2.60) kg; sodium 52s (£2.60).

**Bemegride:** BPC £16 kg.

**Benzocaine:** 50-kg lots 29s 7d (£1.48) kg.

**Borax:** BP grades, 1,000-kg in paper bags delivered; granular £75, crystals £100; powder £82; extra fine powder £86, Technical grades less £20 per 1,000 kg.

**Boric acid:** BP grade per 1,000-kg; granular £99; crystals £140; powder £110; extra-fine powder £114 in paper bags, carriage paid. Technical is £20 per 1,000 kg less than BP grades.

**Brucine:** (1-kg lots) alkaloid 435s (£21.75); sulphate 350s (£17.50).

**Butabarbital:** 5-kg 112s 7d (£5.63) kg; sodium 125s (£6.25).

**Butobarbitone:** 93s 7d kg for 5-kg lots.

**Calcium carbonate:** BP precipitated £47 10s (£47.50) per metric ton.

**Cantharidin:** £75 per 100 g.

**Chloral hydrate:** 50-kg lots 14s (£0.70) kg.

**Chloroform:** BP from £213 11s (£213.55) per metric ton in 280-kg drums to £222 15s (£222.75) in 36-kg drums.

**Chlorophenesin:** 50-kg lots 72s 6d kg.

**Cinchocaine hydrochloride:** £42 10s (£42.50) kg.

**Cocaine:** Alkaloid £222 kg; hydrochloride £202.75. Subject to DDA.

**Cortisone:** acetate 5s (£0.25) per g.

**Cyclobarbitone:** 5-kg lots £4 kg; calcium £4.

**Ether:** Anaesthetic BP—2-litre bottles 16s (£0.80) each for under 360 kg; 14s 5d (£0.72) for 700 litres; 32-kg drums 7s 10d (£0.39) kg. Solvent BP—per metric ton in drums from £271 for 500-kg lots in 16-kg drums down to £249 in 130-kg drums; 250-kg from £291 to £269.

**Gallic acid:** 1,000-kg lots 31s 9d (£1.59) kg.

**Glucose:** (Per metric ton in 10-ton lots), monohydrate powder £83.70; anhydrous £156. Liquid 43° Baumé £69 (5-drum lots).

**Glycerin:** BP spot lots, 5,000-kg £211.60 per metric ton; 1,000-kg £214.55; 250-kg £220.45 kg; under 250 kg, £250 kg.

**Guaiaacol salicylate:** 28s (£1.40) kg for 250-kg lots.

**Hydrocortisone:** Acetate or alcohol 5s (£0.25) g.

**Hyoscine hydrobromide:** £314 5s (£314.25) kg.

**Iron phosphate:** £450 per metric ton.

**Opiates:** (per kg) subject to D.D.A. Regulations.

	1 kg and over	Under 1 kg
<b>Codeine</b>	£	£
alkaloid.....	153.80	161.50
hydrochloride.....	133.35	140.00
phosphate.....	117.20	123.10
sulphate.....	133.35	140.00
<b>Diamorphine</b>		
alkaloid.....	176.50	185.35
hydrochloride.....	161.00	169.05
<b>Ethylmorphine</b>		
alkaloid.....	176.50	185.35
hydrochloride.....	152.30	159.90
<b>Morphine</b>		
acetate.....	140.15	147.20
alkaloid.....	172.45	181.10
hydrochloride.....	141.55	148.65
sulphate.....	141.55	148.65
tartrate.....	168.35	176.75

**Quinidine:** Alkaloid (5-kg lots) £42 kg; sulphate (50-kg) £35 kg.

**Quinine:** (per kg for 85-kg lots) alkaloid £24.40; bisulphate £19.25; dihydrochloride £23.75; hydrochloride £23.50; sulphate £19.40; hydrobromide (15-kg) £25.70.

**Theophylline:** (50-kg) BP anhydrous, hydrate and ethylenediamine (aminophylline) 41s 7d (£2.13) kg.

**Zinc carbonate:** BPC 25-kg sacks 5s 2d (£0.26) kg.

**Zinc chloride:** granular 96.98% £125 metric ton.

**Zinc sulphate:** monohydrate £62 per 1,000 kg; heptahydrate £37.

### Crude drugs

**Balsams:** (lb) **Canada:** 35s 6d (£1.77½) spot; 35s (£1.75), cif. **Copaiba:** BPC 12s (£0.60); Para soluble 8s (£0.40). **Peru:** 19s 3d (£0.96); 18s 9d (£0.94), cif for shipment. **Tolu:** BP 14s (£0.70).

**Chillies:** (cwt) Zanzibar 380s (£19) spot; 350s (£17.50), cif. **Mombasa** 380s (£19) spot.

**Ergot:** Nominal.

**Ginger:** (cwt) **Cochin** 450s (£22.50). **Jamaican** No. 3 970s (£48.50), cif. **Nigerian** peeled new crop 300s (£15), cif; split 185s-230s (£9.25-£11.50) as to quality; 160s (£8), cif.

**Ipecacuanha:** **Matto Grosso** 68s (£3.40) lb spot, 66s (£3.30), cif. **Costa Rican**, spot 68s (£3.40) 65s (£3.25), cif.

**Jalap:** Mexican 15%, 9s 6d (£0.47½) lb, cif.

**Lemon peel:** Spot 2s 8d (£0.13½) lb; 2s 6d (£0.13) cif.

**Menthol:** Chinese spot 63s 6d lb (£6.99 kg), shipment 61s 6d lb (£6.75 kg), cif. **Brazilian** 44s lb (£4.84 kg) spot; 43s lb (£4.72½ kg), cif.

**Pepper:** Sarawak white 450s (£22.50) spot; 395s (£19.75) cif; black 415s (£20.75); 360s (£18), cif.

**Sarsaparilla:** Spot 5s 9d (£0.29) lb.

**Seeds:** (cwt) **Anise:** Star 165s (£8.25). **Spanish greens** 247s 6d (£12.37½). **Caraway:** Dutch 190s (£9.50), cif. **Celery:** Indian 360s (£18) spot; 240s (£12), cif. **Coriander:** Rumanian £88 metric ton, cif; Moroccan 86s (£22.30) spot. **Cumin:** Syrian 285s (£19.25), cif. (50-kg). **Dill:** Chinese 120s (£6.00), cif. (50-kg). **Fennel:** Chinese 100s (£5.00), cif. per 50-kg. **Fenugreek:** Moroccan 60s 6d (£30.2½) cif. **Mustard:** 60s-120s (£3-£6) spot as to quality.

**Turmeric:** Madras finger 190s (£9.50) cwt; 160s (£8), cif.

**Valerian:** Continental 260s (£13) cwt; 250s (£12.50), cif. Indian 240s (£12) spot; 230s (£11.50) cif.

## COMING EVENTS

### Monday February 1

**Harrow Branch, Pharmaceutical Society,** Northwick Park Hospital, Harrow, at 8 pm, Dr D. B. Calne (Post-graduate medical School, Hammersmith) on "Treatment of Parkinsonism."

**Stockport Branch, Pharmaceutical Society,** Alma Lodge hotel, Stockport, at 8 pm. Mr B. E. Leonard, on "Drugs of Addiction."

### Tuesday February 2

**East Metropolitan Branch, Pharmaceutical Society,** Wanstead Library, Spratt Hall Road, London E11, at 8 pm. Film evening and discussion.

**Lanarkshire Branch, Pharmaceutical Society,** Nurses Recreation Hall, Strathclyde Hospital, Motherwell, at 8 pm. Film evening.

### Wednesday February 3

**Lancaster, Morecambe and Westmorland Branch, Pharmaceutical Society,** Elms hotel, Bare, at 7.30 pm. Annual dinner and dance. **Southsea Branch, National Pharmaceutical Union,** Queen's hotel, Southsea, Hants, at 2.15 pm. Management Seminar: "Money and motives."

### Thursday February 4

**Finchley Branch, Pharmaceutical Society,** Salisbury hotel, Barnet, at 8 pm. Buffet dance. **Hastings Branch, Pharmaceutical Society,** Alexandra hotel, Hastings, at 8 pm. Speaker: Mr W. V. Cassidy (Hastings parks superintendent).

**Hounslow Branch, Pharmaceutical Society,** The Sun hotel, Hanworth Road, Hounslow, at 7.45 pm. Mr S. W. Rawlings on "Kew in colour throughout the year" (illustrated talk).

**Huddersfield Branch, Pharmaceutical Society,** Spotted Cow hotel, Salendine Nook, Huddersfield, at 8 pm. Speaker: Mr Alex Fitzsimmons. **Society of Cosmetic Chemists, Royal Society of Arts,** 6-8 John Adam Street, London WC 2, at 7.30 pm. Mr M. J. Suter on "Interesting aspects of cosmetic formulation in foreign countries."

**South-east Metropolitan Branch, Pharmaceutical Society,** Yorkshire Grey hotel, London SE 9, at 7.30 pm. Annual dinner and dance. **Thames Valley Pharmacists' Association,** Winthrop House, Surbiton, at 8 pm. Illustrated talk by Dr N. D. Harris on "Radio active isotopes in pharmacy and medicine."

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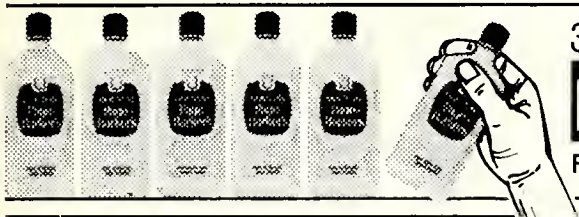
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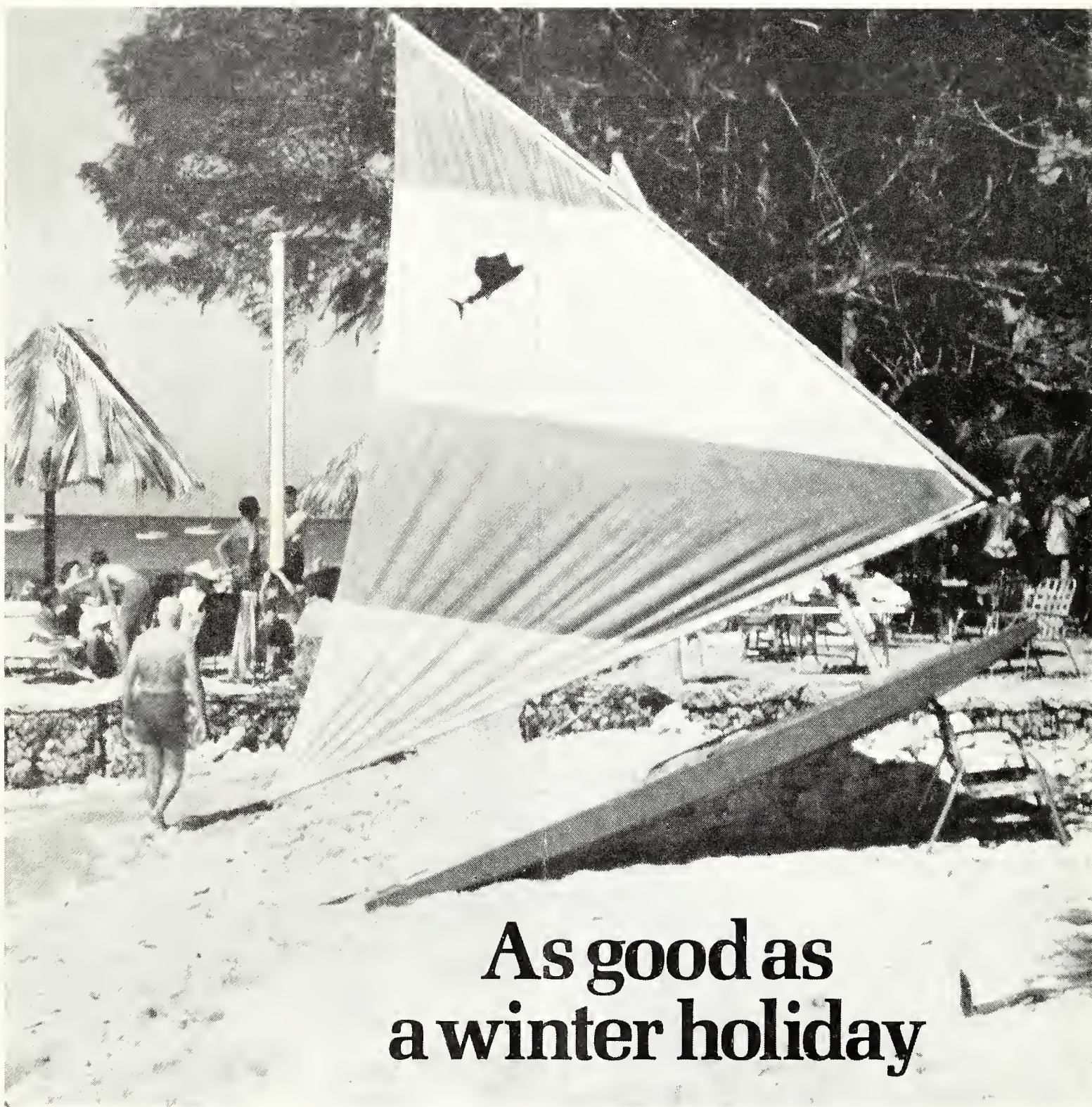
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